

**CANADIAN
FARM IMPLEMENTS**

1919

CANADIAN FARM IMPLEMENTS

VOL. XV., No. 1

WINNIPEG, CANADA, JANUARY, 1919

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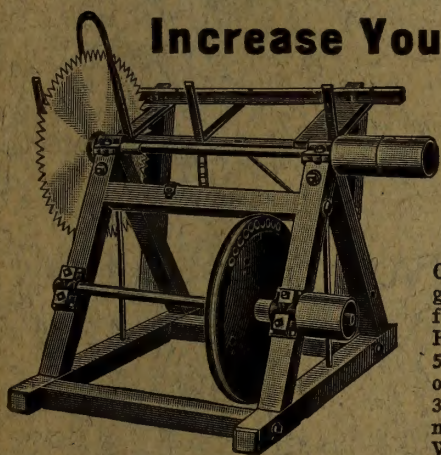
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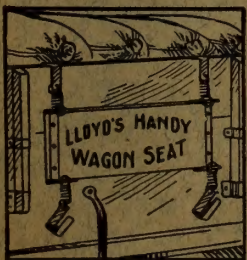
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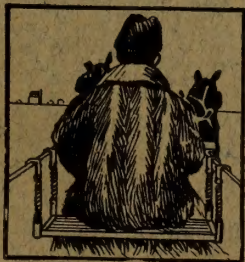
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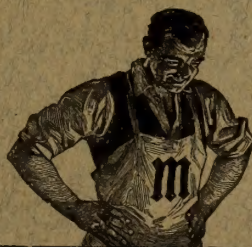
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Saskatchewan Dealers Submit Grievances to Wholesalers *Representatives of Retailers and Wholesale Trade Met at Regina*

On Friday, December 13, the Implement Trade Section of the Saskatchewan Branch of the Retail Merchants' Association of Canada, held an important meeting in the Board of Trade Offices, Regina. The purpose of the meeting was to thoroughly discuss the question of the commissions given by the wholesalers of farm machinery, also to hold a discussion with representatives of the wholesale trade in the province during which the grievances claimed by the retailers would be laid before the wholesalers, as representing their various companies.

The morning session commenced at 9.30, J. J. Polson, Regina, vice-president of the Saskatchewan Retail Merchants' Association in the chair. Throughout the entire meeting Mr. Polson made an excellent chairman, and as a man absolutely unconnected with the trade was ideally suited for the position. F. E. Raymond, provincial secretary of the association, acted as secretary for the section throughout the proceedings. The following members of the executive and of the association were present:

A. Livingston, Cabri; W. Sim, Windthorst; Geo. W. Matheson, Craik; Geo. H. Prosser, Sifton; J. H. Morrough, Eyebrow; F. B. Ashbaugh, Gray; C. H. Johnston, Gull Lake; H. Powell, Grenfell; W. Harvey, Macoun; W. Pettigrew, Lumsden; A. W. Evans, Glenavon; B. Russell, Tompkins; W. J. M. Wright, Regina; Hugh Rorison, Moose Jaw; W. J. Keller, Shaunavon; J. Le Boldus, Vibank; J. J. Polson, Regina; H. D. McPherson, Regina; G. S. Gould, Francis; G. W. Anderson, organizer; F. E. Raymond, secretary, and A. A. Thomson, Winnipeg, editor of "Canadian Farm Implements."

A lengthy discussion took place on the repair question, dealers unanimously contending that the profits in this line were nil. From data covering the experiences of over two hundred dealers, it was found by the association that the average cost to sell small implements was at a minimum 18 per cent of the sale price. The question of the percentage over the cost of doing business which it was necessary that the dealer should have was thoroughly analyzed, the majority of the dealers present giving their views on this question. The result of war conditions in increasing overhead was emphasized.

Wholesale vs. Consignment Contract

The implement retailers next took up the vital question of types of contract in vogue. The consensus of opinion was that most dealers preferred the wholesale contract as compared with the consignment contracts in force. It was moved, seconded and carried that on consignment contracts dealers should have the privilege of discounting their sale notes before October 1st.

At this juncture, Mr. McPherson, president of the Saskatchewan Provincial Association, addressed the dealers briefly, assuring them that a get-together meeting with the wholesalers would be of the greatest value to both sides in the trade, as it would give an opportunity for each to forward their arguments and realize their points of diversion.

Mr. Johnston, Gull Lake, spoke on

wholesale firms wanting both a note and warehouse receipt in connection with goods carried over. He also asked why dealers should have a consignment contract on some lines for which they had to order repairs upon a wholesale basis. This is optional with most companies so far as dealers are concerned. Other speakers contended that all repairs for binders, mowers and rakes should be on a consignment and not a wholesale basis, with a discount from list that would give the dealer a fair profit. Examples were cited of how it cost over 8 per cent of the value of a part to lay down same, apart from the factor of 17 per cent to handle. The average sale of repair parts would not exceed \$1.00; many were only 25 cents, and as a whole repair business was absolutely unprofitable for the dealer.

Repair Business Unsatisfactory

Dealers instanced how it did not pay to handle repairs at the prevailing discounts. They paid a man \$5.00, or over, a day, and in locating and supplying a 25 cent part it often took more than 10 cents value in time. The farmer was often vague as to what he wanted; he often had to be shown the machine before he could identify the part. The dealers generally were of the opinion that the profits in handling repairs did not begin to pay for the time it took, or warehousing and insurance. The matter of obsolete parts which had to be junked was a feature strongly condemned by the dealers, as adding to the loss of handling repair business. Only a few of the dealers present made a profit on repairs. They added a sufficient per cent to list price to cover the expense, and also added transportation charges. Others claimed that the farmer knew the list price and kicked at the added charges, sending direct to the branch house for repairs when they could. The matter of complaint in price seemed to vary with the locality of the dealer. Where a branch house was handy he had trouble if he exceeded list price. In isolated districts the factor of price was apparently less important.

Generally, the dealers admitted the repair business was an essential factor to their clientele. They wished to give prompt repair service and to carry adequate stock of repairs for the needs of their territories, but stated that they could not go on carrying repair stocks at the margins allowed by the machine concerns. Cases where instanced where the branch houses got over 20 per cent from their factories to handle repairs, without taking freight into consideration.

Many other features relating to the present difficulties in carrying on a retail implement business in Saskatchewan were gone into, and the main features which the dealers desired threshed out were embodied in the resolutions adopted by the delegates of the retail dealers. It was moved, seconded and carried that the following dealers would form a discussion committee to place the case of the retail trade before the wholesalers at the afternoon meeting. Messrs. Matheson, Harvey, Rorison and Keller were duly appointed.

The Session with the Wholesale Representatives

At 2.30 the afternoon session opened, with Mr. Polson in the chair. The following representatives were present from the wholesale implement concerns, as representing the Wholesale Implement Associations in Regina and Saskatoon:

E. B. Gass, International Harvester Co., Regina; H. H. Kohlman, John Deere Plow Co., Regina; L. M. Larsen (I.H.C.), secretary of the Regina Wholesale Implement Association; H. S. Potter, manager, International Harvester Co., Saskatoon, representing the wholesale trade in that city, and C. E. Jones, of the J. I. Case T.M. Co., Regina.

The chairman asked that one representative of each side of the trade, wholesale and retail, would first give a general review of conditions in the business, from their individual viewpoint. He commented on the value to all of such friendly discussions on phases in the business, and while not an implement man was keenly interested in what both sides of the discussion would disclose. He asked that a representative of each department would in turn discuss the various topics on the features considered necessary to be threshed out.

Mr. Rorison, Moose Jaw, speaking for the dealers, said that he believed every man in the trade was aware that methods had changed greatly since 1914. Different margins were absolutely essential. The established commissions of 1914 were swallowed to-day by the greater cost of operating a retail business. Owing to high priced materials wholesale prices had advanced, but the dealer did not now have a sufficient margin. It is so small in some lines, said the speaker, that in a majority of cases the side lines carried by the dealer are bearing the weight of the regular implement business. "We purpose showing you the cost of doing business at the present time," said he, "then the margin in 1914, and the margin to-day, both as margin and percentage. We submit, gentlemen, that we cannot get what we consider a fair living out of the retail implement business, as is at the present possible in the merchandising of other lines of goods in this province."

Mr. Larsen, for the Regina Wholesale Association, spoke on how many factors were dealt with by head offices, and were quite without the scope of branch houses to deal with. In the wholesale association in Regina they had some twenty houses represented, the association meeting from six to twelve times annually. They were in the minority to-day, but were sure that friendship and co-operation were the great necessity in allaying suspicion. He was sure that the discussion would be of value to both sides of the trade, and would be of infinite mutual benefit.

The chairman asked that both sides deal with facts as applied to the Resolutions, which would now be discussed in order, as read by the secretary.

Our readers may refer to the text of Resolutions given in display, these being discussed in their numerical order.

Resolution No. 1

Mr. Keller, Shaunavon, quoted a dealer who kept his costs accurately over a period of ten years. He only dealt in small implements, and his records showed that to handle them took 24½ per cent of the selling price. Striking a very conservative average for the cost of doing business, the retailers found that their overhead was a little over 18 per cent. Figures for some months might show as high as 30 per cent, but 18 per cent was considered a very conservative average.

Mr. Potter (I.H.C.), asked if the items included in what the dealer called "sales expense" should not be items in overhead. In reply, Mr. Keller said that the figures were for one year, each dealer computing his overhead so as to give an absolutely accurate record.

Mr. Kohlman, Regina, stated that his company had put men in charge of retail implement stores. In nearly all cases these were single men. Their experience in conducting such businesses was that the operating cost was only 15 per cent. This applied to the last two or three years, and included businesses handling side lines, implements and also tractors.

Mr. Kohlman's figures were questioned by the dealers, and he was asked if a 3-furrow plow was considered a small implement. Continuing, he gave comparative examples in the United States, quoting a \$50,000 business at 21 per cent, a \$26,000 business at 19 per cent, a \$60,000 in Illinois, at 15 per cent, etc. Businesses at retail in Wisconsin and Minnesota showed from 17 to 19 per cent overhead.

Mr. Gass maintained that in the consideration of expense one could hardly separate small goods from large, as usually the same building housed both, and the overhead was merged beyond allocation of expense.

Mr. Rorison, Moose Jaw, said that in the boom days large business was easy to get. Most of it now was small business. Mr. Keller contended that the large goods, even if stored, could easily be apportioned their exact ratio of selling expense. Back in 1914 his overhead was 17 per cent. Including engine gangs, it now was 23 per cent, or a little over.

Resolution No. 2

Regarding this resolution, that 8 per cent over cost to do business would constitute a fair profit in cash business, the wholesalers raised no dissenting voice. The meeting then took up the next feature, as this claim was evidently admitted by the wholesale trade.

Resolution No. 3

This resolution was the result of a unanimous disapproval by the dealers of the consignment contract with its cash discount.

Mr. Larsen, Regina, for the wholesalers, asserted that more business than ever was being done on consignment contracts. In many towns it was impossible to get dealers who were financially able to buy the goods; the best that the branch house could do was to get a dealer to take the goods on consignment.

Mr. Gass, for the wholesalers, gave his experiences in Manitoba back in 1912. The wholesale contract was satisfactory

for dealers who handled hardware and other lines, but if the crop turned out poor and goods were left on hand, the dealer did not want it. This type of contract also made dealers timid in placing large spring orders. He believed that the dealers usually wanted to stock up early in the year, but if the goods were not sold did not want to pay for them. In Manitoba they evolved, from their experience, a more liberal schedule of cash discounts. The present contracts, maintained the speaker, had all the advantages of a straight sales contract. Perhaps a happy medium could be arranged, he suggested.

Mr. Rorison, voicing the opinion of the dealers, said that what they wanted was a wholesale contract with a substantial discount for sale, in a wholesale way. The tendency has been to get away from the wholesale contract, and this was injurious to the retail trade.

Mr. Keller, Shaunavon, said that goods under both contracts are invoiced at the same price. With the wholesale contract the goods are bought outright, and at the end of the year are carried over, with usually a 10 per cent cash discount on the first of May. On consignment no allowance is made for carrying goods and carrying paper. If the dealer buys outright every nickel of difference between the cash and time price should be the dealers, as he carries the goods. He instanced a machine selling to the farmer for \$140 cash, \$152 on October 1st. By net cash, and selling for cash, it showed a net profit of 17 per cent. The difference of \$12 was a penalty of 8.57 per cent that the farmer paid for time settlement, which raised the margin to approximately 26 per cent. If the dealer bought the machine for spot cash he was entitled to 17 per cent, plus the 9 per cent, but on the wholesale contracts the dealer would only get 21 per cent instead of 26 per cent. The wholesaler takes the difference out of the penalty to the farmer—at the expense of the retail dealer.

Mr. Kohlman asked if dealers did not deviate frequently from the retail price. He stated that in the United States dealers issued their own retail lists.

Mr. Keller maintained that the dealers should be consulted before retail prices are set. Men who never see him set the price to the dealer and the price at which he should sell the machines. Wholesalers should have a contract that would let dealers buy in a wholesale way, with a reasonable reduction for carrying the goods and paper taken in effecting sales.

Mr. Harvey, Macoun, instanced contracts where the margin on wholesale business was no larger than for goods sold on consignment. Contracts were called wholesale, said he, that are not wholesale by any means when they were carefully dissected.

Mr. Potter, Saskatoon, believed that no wholesaler had anything to conceal as regards the matter. He knew of no "joker" in the contracts in vogue. Regarding the retail price; he agreed that the dealer should make more money. They had tried to set prices so that they would be within the farmers' reach. If prices were advanced owing to added margins the result would be to increase catalog house and co-operative buying. His experience was that retail prices were well maintained by dealers all over; they wanted to sell for cash to the dealer for the sake of uniformity. The advance in freight tended to reduce the dealer's profit, which he realized was small while his operating expenses had risen. Bigger volume would, however, reduce selling expense, he contended.

A dealer here interjected that in one instance the price of a machine had been advanced 72 per cent to the farmer, while the dealer only got an advance of 10 per cent.

Continuing, Mr. Potter claimed that a contract could be arranged to give the dealer every possible discount, and advantage of a wholesale contract. There should be a discount for cash on delivery. If goods are carried by the dealer he should get more money for extending the credit, as he might have to finance

(1) Resolved:

That the average cost to sell small implements is at least 18 per cent of the sale price, this figure being based on the experience of those who have kept careful records in this connection.

(2) Resolved:

That in the opinion of this meeting eight per cent over cost to do business would constitute a fair profit on cash dealing under a wholesale contract.

(3) Resolved:

That we, as implement dealers, deplore the tendency towards the doing away of the real wholesale contract and the substituting of a consignment contract with its cash discount.

(4) Resolved:

That in the opinion of this meeting the company alone should not be the sole judge as to whether or not the customer was sound financially at the time of sale. And further, that the period in which they may charge back such notes be limited to not more than thirty days from the date such notes are received by the company; and, further, that in the event of any note being rejected and so charged back, the agent shall have the privilege of settling for same at the wholesale price of article involved.

(5) Resolved:

That on a consignment contract dealers should have the privilege of discounting their sale not before Oct. 1st.

(6) Resolved:

That this meeting is of the opinion that anyone handling implements at retail should be in a position to give a reasonable repair service, and in order to do this he must be assured of a reasonable profit on same; that this profit can only be realized on a discount of not less than 35 per cent of the list price; and further, that under a consignment contract repairs should be on a consignment basis, and that on a wholesale contract greater consideration should be shown to the dealer who wishes to exchange or return repairs on hand.

THE RESOLUTIONS ENDORSED BY RETAIL DEALERS

through the bank. It was also necessary for the dealer to have additional profit through interest on notes, he maintained.

Resolution No. 4

This resolution, dealing with the financial responsibility of the customer, and the period for rejecting the notes, resulted in a strenuous discussion on the part of both sides in the trade.

Mr. Harvey, for the retailers, maintained that few points in the province are more than seven days return mail service from any branch house. The company could institute enquiries through the branch banks, and 30 days should be ample for the rejection of any note. The company as things are can hold the dealer until the month of May, so that the dealer ends up with a credit balance. Most dealers believe that a debit balance is preferable so that notes may not be turned back on their hands.

Mr. Rorison asked if the wholesalers could not accept a note within a month. A sale can usually be accepted in a very short time.

Mr. Kohlman, for the companies, believed that 30 days was not sufficient, but thought that six months was too long a period for rejection of notes.

Mr. Potter contended that with large implements 30 days should be all right, but in relation to small goods, it was often impossible for the wholesalers to get all the information necessary in 30 days.

Mr. Livingston, Cabri, asked the wholesalers to look at the matter from the agents' standpoint. The dealer had to decide in five minutes whether he would sell or not; the wholesaler surely could decide in 30 days.

The wholesalers advanced the fact that they got many false statements, and that if the dealer would get credit information on a customer from other merchants it would be more reliable than what the wholesaler gets by mail. Facts could be verified, and in most cases too little information was furnished as regards the status of the customer to whom goods had been sold on credit.

Resolution No. 5

In the matter of dealers on consignment contract having the privilege of discounting sale notes before October 1st there was no objection raised by the representatives of the wholesalers.

Resolution No. 6

This resolution dealing with the situation in the trade, called for a long and interesting debate in which some lively passages transpired.

Mr. Matheson, Craik, opened the discussion by stating that every responsible dealer wanted to see the "curbstone" dealer eliminated, as these men left it to the bona-fide dealer to give service. It is not fair, said he, for implement concerns to give contracts to men who will not furnish an adequate repair service. Every dealer should have essential repairs in stock. In allowing the shoe-string dealer to break into the game the companies dealt unjustly by the responsible and established dealer. "I believe," said Mr. Matheson, "that it is the duty of every wholesale house to consider well where they place their contracts, so that they will improve the status of the trade and not lower it. Your managers must realize that if you give contracts indiscriminately to lumber men and livery men that the good dealers are going to get out of the business and stay out! The reason why so much changing takes places in the retail trade is that poor representation is secured. You get men who are no good and they tend to drive the farmer to mail order buying of implement lines. The dealers want more protection than they get from the companies."

Mr. Rorison said that in relation to repairs the dealers required 35 per cent instead of the present 25 and 30 per cent.

Mr. Gass, for the companies, claimed that the matter of repairs was the great bone of contention in dealing with the Saskatchewan Legislature. The members wanted to do away with the dealer. When the wholesalers told the legislative committee that dealers got an average of 25 per cent on repairs there was an uproar. This was claimed

to be extortion at the expense of the farmer. The companies had to register their repair prices and nothing in the farm machinery business in the Province was being more closely watched than this question of repair service. In the coming spring the whole question will be investigated by the Legislature. If proven that the dealer makes too much on repairs there will be a yell for co-operative buying with bad results for the dealers.

Mr. Wright: "We dealers consequently require a delegation to go and show the legislators what it costs us to get repairs."

Mr. Rorison, in his experience, found that farmers raised little kick regarding the increased cost of parts, if they get prompt service. He said it was impossible to pay transportation charges and handle repairs at 25 per cent. "If we cannot make a profit on repairs," said he, "the co-operative cranks can have the worry and are welcome to it." Personally he collected the transportation charges and got about 35 per cent on this business. The logical way would be to add to the list leaving a margin for the agent. No dealer could handle repairs at the present margins. In some lines on consignment, and paying for the repairs as used, the dealer gets 13 and 3 per cent, but waits a long time for his cheque on commission sales during the season. The margin on C.O.D. stuff varied from 8 to 15 per cent.

The Margin on Goods

Taking up the matter of margins, Mr. Keller, Shaunavon, gave some very interesting data. He instanced two binders, one figured on a local haul of 50 miles, as an average; one on a factory shipment basis. In the one case it meant local shipment plus local freight, in the other, straight factory shipment. On one binder, local freight, in the years specified, the margin varied as follows:

BINDERS

1914, 18.52 per cent; 1917, margin \$29.57 or 14.60 per cent; 1918, margin \$21.00 or 8.26 of the selling price. This in spite of an overhead of 18 per cent in handling binder business.

Referring to the same 8-ft. binder, on a Regina basis, he quoted the margin and percentage in different years as follows:

Year	Margin	Per cent
1914	\$21.00	12.35
1916	\$42.00	21.64
1917	\$19.00	9.80
1918	\$11.40	4.49

Comparing the advance to the farmer in 1918 over 1914, as compared with the price to the dealer in the same period: The dealers' price had advanced 71.65 per cent, and the farmers only 49.41 per cent. The dealer had a difference of 22 per cent to meet.

DRILLS

Taking a drill, direct from factory to dealer, the figures given were:

Year	Margin	Per cent
1914	\$ 8.32	7.11
1917	\$21.59	12.08
1918	\$25.00	11.26

On the basis of shipment from Regina:

Year	Margin	Per cent
1916	\$21.50	14.14
1917	\$10.00	5.21
1918	\$14.10	6.35

Considering another make of drill, on the factory basis, the figures, as given, were:

Year	Margin	Per cent
1914	\$29.00	20.00
1915	\$29.00	19.73
1916	\$30.00	19.61
1917	\$27.60	15.77
1918	\$24.50	10.33

With this drill the advance to the farmer was 63.79 per cent, and to the dealer 96 per cent.

WAGONS

On a factory shipment, one wagon showed the following:

Year	Margin	Per cent
1914	\$17.75	15.30
1915	\$15.75	13.81
1916	\$15.75	14.60
1917	\$10.75	8.81
1918	\$11.50	7.00

Percentage of advance to farmer, 31.46; to the dealer, 45.29. Another wagon, also on factory basis, was quoted as follows:

Year	Margin	Per cent
1914	\$22.25	19.64
1915	\$22.25	19.65
1916	\$22.75	19.61
1917	\$22.25	17.51
1918	\$26.25	16.61

Percentage of advance to farmer, 39.82; to the dealer 52.62.

GANG PLOWS

Instancing a gang plow, with local freight, Mr. Keller submitted the following figures:

Year	Margin	Per cent
1915	\$12.00	13.63
1916	\$9.50	10.79
1917	\$7.00	6.73
1918	\$9.50	6.33

With this plow the percentage of advance to the customer was 70.45 per cent; to the dealer 87 per cent.

Taking the same drill margin and percentage on the basis of factory cost:

Year	Margin	Per cent
1914	\$18.35	20.85
1915	\$17.35	19.71
1916	\$18.85	20.26
1917	\$17.50	16.50
1918	\$19.50	12.82

The advance to the farmer in this case was 73 per cent; to the dealer, 100 per cent.

On the basis of 100 of these plows, as an example: The sale price in 1914 would be \$8,800. The gross earning on the business would be \$2,385. From this deduct 17 per cent of the sale price, which represents the cost of doing business, and you have \$1496. This leaves a total of \$889, or approximately 10 per cent for handling the hundred plows.

Taking 100 of the same plows in 1918. The sale price is \$15,200, and the gross earning \$2,572. Taking the overhead at 17 per cent equalling \$2584 there would actually be a loss of \$12 in selling the plows. But in 1918 the additional freight increased the cost to the dealer by \$178, giving the dealer a total loss on this plow business of \$200.

Instead of figuring on the lump sum basis, contended the speaker, the percentage basis was the only method to follow. If in 1918 the dealers had the same percentage as in 1914 they would, on such an order, have a gross earning of \$4119.20, which deducting the overhead would show a gain of \$1535 and less freight, a net profit of 9.10 per cent.

While the dealer made 10 per cent on the deal in 1914, his 1918 operations showed an actual loss. It was impossible to sell as many machines as in 1914. Stock investment had increased and it required more capital to carry on a business. The dealer's expenses were doubled and freight was 25 per cent higher. Mr. Keller quoted several implement trade journals to justify his claim that margins should be figured on the percentage basis. "In fact," concluded the speaker "many contracts for the last four years leave the dealer without a cent of profit—an intolerable condition if it be continued."

In a lengthy discussion which followed, the dealers strenuously maintained that their business must be treated as a merchandising proposition.

Mr. Kohlman admitted that the trade should have 8 per cent above their overhead expense. This margin is not unfair he said.

The chairman after following the arguments closely, said that surely the wholesalers had not realized the position the implement dealers were in. Mr. Rorison maintained that it was impossible for a dealer to raise his list. If he charges more for a binder he simply loses a customer.

Would Higher Prices Reduce Volume?

Mr. Kohlman said that all wholesalers freely admitted that the retail dealer was the life of the trade. They wanted the dealer to have fair play, and the various grievances outlined would be brought to the notice of the wholesale association. He appreciated their difficulties and sympathised with them, al-

though many conditions were beyond the control of branch houses.

Mr. Gass spoke on the danger of higher prices killing trade. There would be no profit if this took place and it only left a loophole for an increase in co-operative purchasing and mail order competition.

Mr. Potter also asked if the dealers could maintain their hold on local trade should prices be advanced to give them better conditions. It will take some time to work out a readjustment, and the advance must come out of the customers.

Mr. Matheson—"If we can sell the goods within 10 per cent of the mail order price we can beat mail order competition every time."

Copies of the resolutions which were debated upon were furnished the wholesalers, and the latter promised to appoint a committee to meet representatives of the dealers after the wholesale trade had considered the matter fully.

Mr. Wright, seconded by Mr. Rorison, asked for a hearty vote of thanks to the representative of the wholesale houses who had given them a friendly and courteous consideration of their grievances. Carried. The wholesale men again assured the dealers of their co-operation, before leaving the meeting.

The implement dealers thereafter ap-

pointed the following as a committee to meet representatives of the Wholesale Association when the latter had considered the whole matter as laid before them.

Messrs. W. Harvey, Macoun; H. Rorison, Moose Jaw; W. J. Keller, Shaunavon; Geo. Matheson, Craik, and W. J. M. Wright, Regina, assisted by F. E. Raymond, Provincial Secretary, and J. J. Polson, Regina, vice-president of the Retail Association.

Mr. Rorison, seconded by Mr. Harvey, called for a vote of thanks to Messrs. Polson and Raymond for their efforts in making the meeting a success, and to the Editor of Canadian Farm Implements. The meeting adjourned at 7.50 p.m.

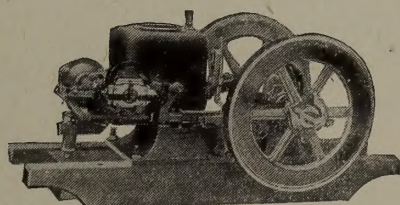
Throughout the meeting was permeated by the most friendly feeling. Its value is inestimable, and the spirit shown on both sides is very commendable. The dealers simply showed that their position was rapidly becoming impossible, and the wholesale men were sympathetic in their viewpoint of the situation. An entire absence of condemnation of individual concerns, and of personal animus was observable. Both sides of the trade—retail and wholesale—have their difficulties in these times of unprecedented conditions, but we believe that such get-together meetings as was

held in Regina will be for the ultimate benefit of all concerned.

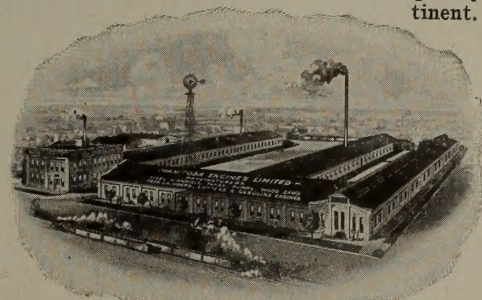
It is to be hoped that the wholesale trade throughout Saskatchewan will soon formulate their contentions on the resolutions of the retailers so that a further meeting may be held at which the very important points at issue may be cleared up. This is the era of unity and co-operation, and we feel that free and open discussion of the troubles at present obtaining in the trade in the Canadian west is the only way to better conditions in the retail trade.



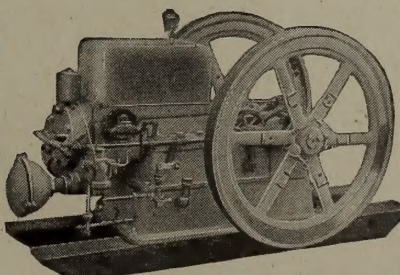
Dealers: In 1919 Represent the Line Made in the West for Western Farmers



1 1/2 H.P. Gasoline Engine



The Home of the "MANITOBA" Line



Stationary; Throttle-Governed; Kerosene Engines

The "MANITOBA" Line

The dealer believes in keeping trade at home. He also must realize the importance of supporting Western Industries, so as to increase Western Canadian prosperity.

In the Manitoba line we offer you a class of machinery equal in efficiency, quality and price to any similar goods you can purchase anywhere on the continent. To meet and beat direct-selling competition, Manitoba machinery is your greatest opportunity. We manufacture:

Gasoline and Kerosene, Portable and Stationary Engines; Windmills; Pumping Outfits; Wood and Iron Pumps; Feed Grinders; Roller Crushers, Etc.

1 1/2, 2 1/2, 4 1/2, 7 and 9 H.P. Gasoline Engines, equipped with Webster magneto, variable speed, etc. Not only good engines, but good sellers.

Stationary Kerosene Engines in 6, 8, 10, 12 and 14 H.P. sizes. Have Webster magneto and friction clutch pulley. Finely adapted for combination threshing outfits and all farm requirements.

Portable Kerosene Engines in 6, 8, 10, 12 and 14 H.P. sizes. With Webster magnetos and on heavy steel trucks. Great surplus power. A line that will increase your profits and prestige.

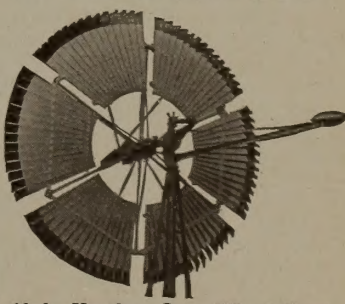
Ask for Catalog, Price Lists and Full Particulars

"Manitoba" Windmills Made in All Sizes

No windmill line is more complete than the "Manitoba" Steel Mills in sizes 5 ft., 8 ft. and 10 ft., with 3 or 4 post towers for 8 and 10 ft. and 3 post tower only for 5 ft. size. Girted every 5 1/2 ft. Furnished with side ladders. Height of towers: 20, 31, 42 and 53 ft. Ask for special windmill literature. This is a profitable line for every dealer. We supply complete Pumping Outfits for any depth of well. Don't delay—write us at once.

Manitoba Engines, Limited

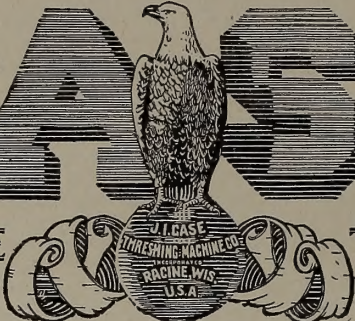
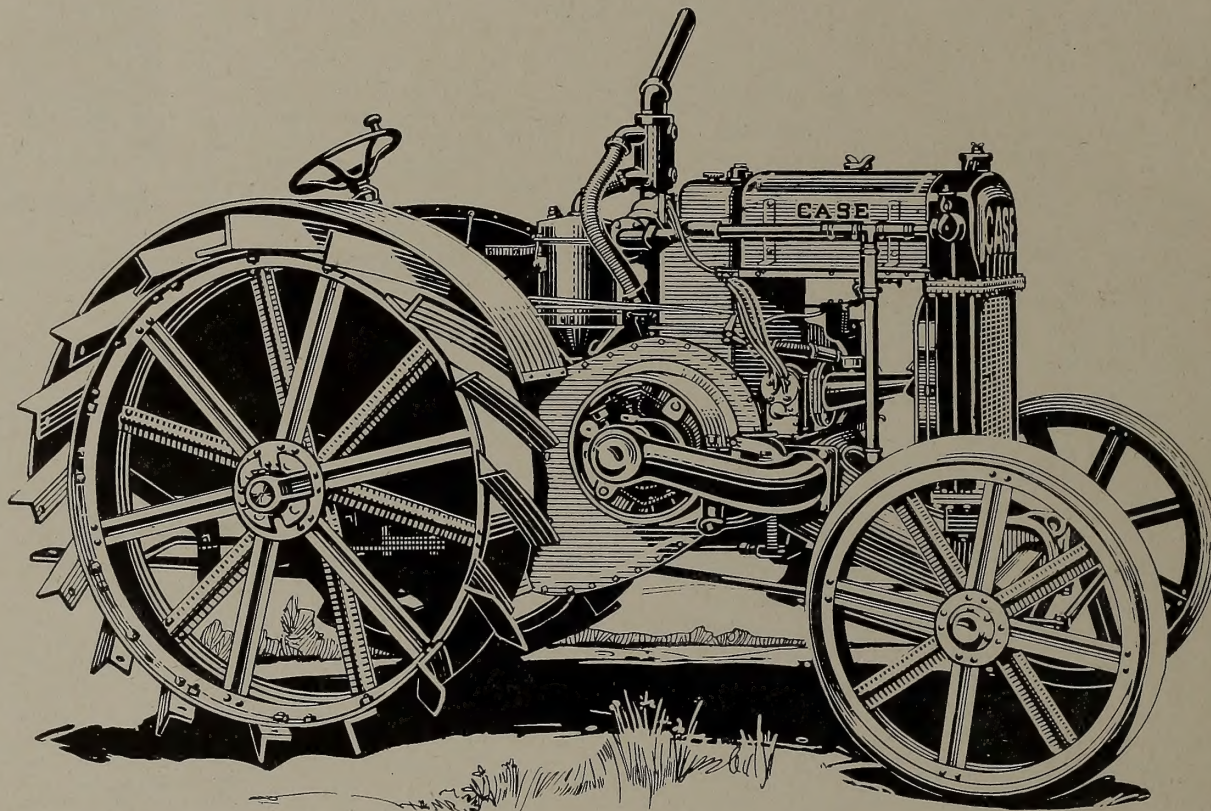
8th St. and Assiniboine Ave. (Phone 2943) BRANDON, MAN.



10 ft. Vaneless Open Wheel direct stroke mill for same towers as used with steel mills.

1842 CASE 1919

KEROSENE TRACTORS

The New Case 15-27

This new product of the J. I. Case Threshing Machine Company is undoubtedly the most talked of tractor in engineering circles. It sets new standards in performance. It includes better materials, such as hitherto many makers have considered unnecessary.

What we have avoided in the designing and building of tractors would make an interesting list of what not to buy in a tractor. And what we have included brings to dealers dozens of selling advantages which appeal to every knowing farmer. Our big advertising campaign in all the leading farm papers is acquainting farmers with this better tractor. Farmers everywhere appreciate the fact that when the J. I. Case Threshing Machine Company announces a new product, it can be depended upon to do what we claim for it. For 76 years Case has described its products in conservative terms.

This new Case 15-27 and our 9-18 have heightened the interest in other Case products—notably, our line of small threshers.

Case dealers are urged to show their prospects the attractive booklets we have recently prepared.

A few openings

In several localities we know of opportunities for high-grade dealers who wish to handle this high-grade line. Such opportunities are rare. We suggest that you communicate with us so that we can investigate your territory and see if mutual arrangement can be made.

J. I. Case Threshing Machine Company, Inc.

Founded 1842

1586 Erie Street, Racine, Wisconsin, U.S.A.

(856)

Programme Arranged for Winnipeg Dairy Show

Another bound forward has been given to the thirty-third annual convention of the Manitoba Dairy Association to be held in Winnipeg February 17th to 21st by the announcement that Professor R. W. Washburn, of the University of Minnesota, will be one of the principal speakers. Professor Washburn is a high authority on the food value of milk and other dairy products, and is specially qualified to speak on the subject of the care and feeding of children.

Perhaps one of the most forceful exponents of the farm and dairy, and one who has done as much as any other one man to put the dairy business on a profitable basis is Hugh G. Van Pelt, of Waterloo, Iowa. Mr. Van Pelt will address the convention on "How to Judge a Dairy Cow." Volumes can be and have been written on this important subject, but Mr. Van Pelt, with the aid of a real, live "honest to goodness" cow can show her essential points in a manner that cannot be forgotten by those who are privileged to see and hear him.

Other prominent speakers will be Geo. H. Barr, chief of the dairy division at Ottawa; Professor K. G. McKay, professor of dairying for Saskatchewan, and C. Marker, dairy commissioner of the Province of Alberta.

Among the plans decided upon will be the convention of the Western Canada Ice Cream Manufacturers' Association, which will hold their sessions during the show period. Further details in connection with the western executive of the National Dairy Council, recently in conference at Ottawa, will also be taken up by the different committees and settled at this time.

While functions and other details are yet to be arranged, the principal parts of the programme have already been completed, and a real big time is now definitely assured.

De Laval Agency Calendars

"Come and see our new De Laval"—that's what the bewitching young lady on the 1919 De Laval Agency Calendar is calling to her friends.

This calendar will surely brighten any corner where it may be placed. It's a beautiful picture and deserves the best place you can find for it in your store. They are 20 x 50 inches.

The edition is limited, due to the great expense in getting it

out, and the calendars are not intended for general distribution. As a rule, only one calendar will be mailed to each agent. Dealers who have not received their calendar should write the De Laval head-quarters in their territory.

The new 1919 De Laval users calendars are being shipped. They are 12 x 24 inches, and are finely artistic. These calendars, of course, following the plan adopted several years ago, are all imprinted with the agent's name and business card, and are put up in tubes for convenience and safety in handling.

Appointments in Fairbanks-Morse Organization

The directors of Fairbanks-Morse and Co., Chicago, held their annual meeting recently, and C. H. Morse, Jr., president of the

company, announces several new and important changes in the organization.

R. H. Morse has been elected vice-president in general charge of purchasing and traffic. He continues his duties as a director of the company.

C. W. Pank rises from general director of sales to vice-president in charge of sales of all factory products.

W. S. Hovey, formerly general manager of the large Fairbanks-Morse Manufacturing plant at Beloit, Wis., has been elected vice-

president in charge of general manufacturing at all factories.

W. E. Miller becomes vice-president and treasurer instead of first vice-president. F. M. Boughey retires from the position of treasurer to become secretary and comptroller.

In view of the progress that shorter terms are making, it looks as though simplified dealing would arrive considerably ahead of lower prices.

PATENT
YOUR INVENTIONS

Send direct to Ottawa for free patentability report and booklet "Patent Protection." Clients' patents advertised in the "Patent Review."

Harold C. Shipman & Co. PATENT ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

LONDON CONCRETE MIXER, No. 4

Capacity 40 cubic yards per day. Price complete with gasoline engine \$295. Pays for itself in 30 days' use. Built to last a lifetime. Send for catalog No. 1 K.

Agents wanted in all Unoccupied Territory

LONDON CONCRETE MACHINERY CO.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery

PROMISE and PERFORMANCE

Have you been in the unenviable position of making promises for a cream separator that the machine wouldn't back up?

Have promises been made to you which have not been fulfilled?

Why not give "performance" an opportunity? De Laval world-wide success has been built on "performance."

The "performance" of its makers.

The "performance" of the dealers who sell it.

Its "performance" for its users.



There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it, with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LTD.

LARGEST MANUFACTURERS OF
DAIRY SUPPLIES IN CANADA

WINNIPEG VANCOUVER MONTREAL PETERBORO

With the Manufacturers

The Menard Motor Trucks Co., Windsor, Ont., will erect a factory costing \$60,000 on London St., W., in that city.

The T. E. Bissell Co., Elora, Ont., announces its intention of rebuilding their plant, which was recently destroyed by fire.

Beatty Bros., Ltd., Fergus, Ont., expect to build a new factory in London, Ont., next spring at a cost of approximately \$40,000.

The Plymouth Cordage Co., Plymouth, Mass., contemplate the erection at Fort William of a five storey reinforced concrete warehouse to cost \$200,000.

General Motors Corporation, 84 Congress Street East, Detroit, Mich., have purchased site and will erect a motor truck factory costing \$50,000 in Windsor, Ont.

The Perfex Radiator Co., Racine, Wis., intends to proceed with its proposed new tractor, truck and automobile radiator manufacturing plant early next spring.

The Oliver Chilled Plow Works of Canada, Limited, Hamilton, Ont., have about completed a new oil tank for the storage of fuel oil. The tank has a capacity of about 132,000 gallons.

Work has begun again on the tractor plant of the Janesville Machine Co., Janesville, Wis. Operations had been stopped owing to war restrictions. The first unit will be a machine and assembling shop, 216x514 feet.

The Turner Manufacturing Company, Port Washington, Wis., has made another new connection. The Chambers Motor Sales Co., Toledo, Ohio, has been

appointed as distributors of the Turner-Simplicity tractor for a portion of Ohio and Michigan.

The Steel Trough & Machine Co., Limited, Tweed, Ont., say: "We expect to build a new addition to our plant here in the spring, and will therefore require quite an addition to our staff of workmen. As far as we can see at the present time, we expect to run our full capacity during the next six months."

A company has been formed in Stockholm, Sweden, under the name of Aktiebolaget Jordbruks-smiden, with a capital of 1,500,000 crowns (\$402,000 at normal exchange). This company is to manufacture scythes and agricultural tools, such as are in demand in Russia. The chief purpose is to make harrow teeth and reaping hooks.

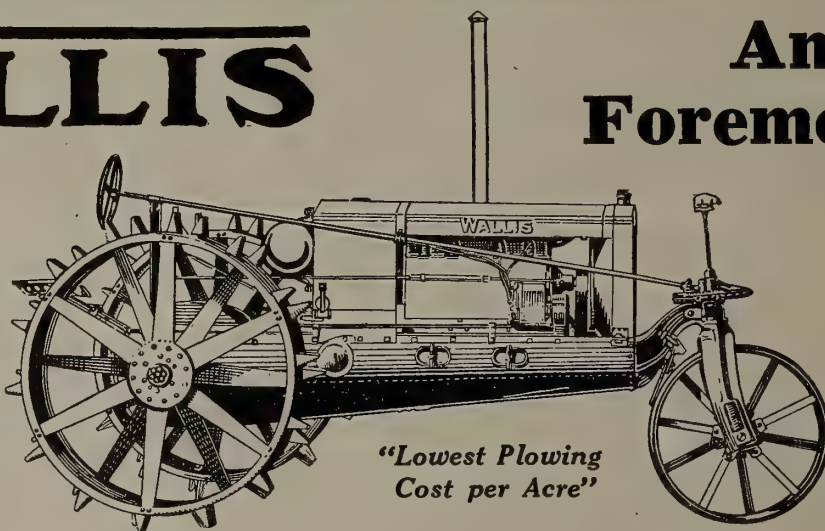
The plant of the Toronto Structural Steel Co., at Weston, Ont., together with 100 acres of land, has been sold to the Massey-Harris Company. The latter are acquiring men housed in the vicinity and have completed arrangements for the transfer of machines for the production of gas engines, tractors and cream separators from the Toronto plant. The new agricultural machinery plant will provide work for about 1,000 men, mostly expert mechanics. Casting and moulding of heavy parts of the machinery will continue to be done in the Toronto factory, and transfer of these to the Weston plant will be made largely by motor trucks.

If it were not for the fact that they have never been absent, it would seem in order to report that windmills are coming back.

WALLIS

15-25 Horsepower Economical Operation

The Wallis fully meets the farmer's needs because it is the first tractor to successfully combine great power and extreme durability with light weight. Sells on the logical, convincing, proven facts that it costs the user less per acre plowed and less per year of service. This is ECONOMY.



"Lowest Plowing
Cost per Acre"

America's Foremost Tractor

Simplified Design Extreme Durability

By eliminating 1,000 to 5,000 lbs. needless weight and the introduction of such mechanical refinements as all enclosed, drop forged, cut and hardened gears, operating in oil, Hyatt Roller Bearings throughout, rear axle drive, etc, the Wallis delivers 50 per cent more power at the drawbar than other tractors of the same weight.

Make the WALLIS Your Tractor for 1919—Secure the Contract Now!

FAIRBANKS-MORSE ENGINES and GRINDERS

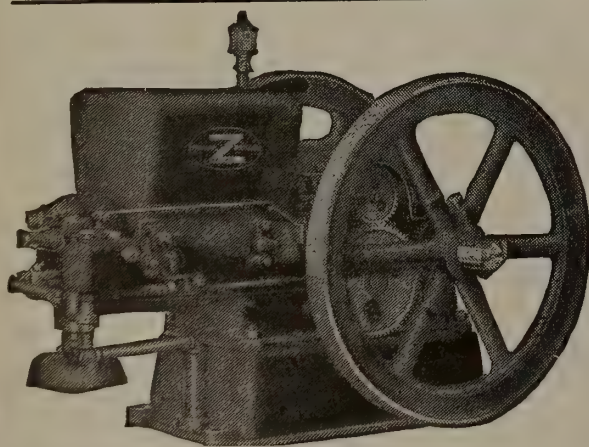
Seasonable Lines that Sell
Quickly at a Good Profit for You

Type "Z" ENGINES

Sell Type "Z" Engines this spring and increase your profits. The Type "Z" use kerosene and other cheap fuels as well as gasoline. Give maximum power at all loads and start easily in the coldest weather. Ask for special engine bulletin.

Type "F" GRINDERS

These low-down plate grinders have built a reputation wherever used that ensures a big demand for the dealer who handles them. Large capacity; light running; do perfect work. Enclosed, flat, reversible plates are interchangeable and self-aligning. Perfect regulation for fineness. Capacities: 15 to 50 bushels per hour. Baggers supplied for all sizes.



THE NEW TYPE "Z" ENGINE, 1½, 3, 6, 10 and 15 H.P.

Built-in magneto; throttling governor; pump fuel feed. Very economical in fuel consumption. Superior in materials, design and finish to any other engine sold at anywhere near the price.

DEALERS:

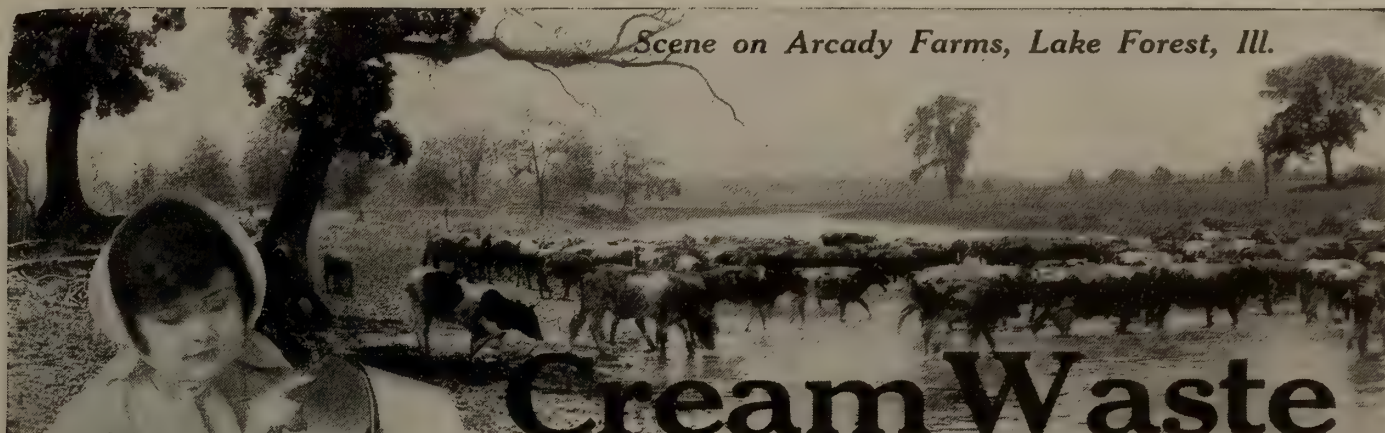
Investigate the Fairbanks-Morse
Contract for 1919. Now Ready.



F-M GRINDERS: 6, 7, 8 and 10-inch

A Type "F" on Your Floor will
double your Grinder Business

The CANADIAN FAIRBANKS-MORSE CO. LIMITED
SASKATOON WINNIPEG CALGARY



Cream Waste Is A Crime!

THE farmer who thinks he is "getting along all right" with behind-the-times gravity or shallow-pan methods of separation is just stealing money out of his own pocket. So is the man who insists on using an old or inferior cream separator. Don't be a bit backward about telling your farmer friends this fact! It is time they woke up!

Over one million dairy farmers throughout the world *have* woke up! They have profited by the thrifty example of Sweden's farmers. They are cutting out all cream waste. American farmers are waking up. You know as well as we do that

Farmers Everywhere Are Looking For the 100% Efficient Separator

In every farm paper of any consequence that they read they find **Viking** ads staring them in the face. They are reading proven facts about the 100% efficiency of the **Viking**. They are learning that it *is* the closest-skimming, greatest-capacity, easiest-operated, easiest-cleaned separator ever perfected.

3,750,000 Farmers Are Reading About the

VIKING CREAM SEPARATOR

1919 Will Be Your Greatest Year For Separator Sales IF You Use Our 100% Dealers' Co-Operation Sales Help

In addition to the biggest farm-paper advertising ever put forth by any cream separator concern, we have a plan for dealers' advertising and dealers' helps of every description that puts our dealer head and shoulders above every other separator dealer in the neighborhood. If there is no Viking dealer in

your town—write us. We have some mighty interesting propositions to offer every live dealer—*bigger profit per sale than you can make on any other standard separator*—and stronger sales co-operation than has ever been given to separator dealers before in the history of the industry. Write us today.

Quick Viking shipments always assured from warehouses at 29 different distributing points throughout the United States and Canada

Swedish Separator Company, Dept. 1, 507 S. Wells Street, Chicago, Ill.

Lauson Tractors Now Equipped With the Christiansen Starter

After prolonged and careful tests made in all kinds of weather under actual farming conditions, on their experimental farm, the John Lauson Manufacturing Company of New Holstein, Wisconsin, have decided to offer Christiansen Starters for sale with Lauson tractors.

The performance of the Chris-

tiansen Starter convinced the Lauson engineers it can be depended upon to always start, and that low temperature and low grade fuels do not affect its efficiency.

The Christiansen Starter should not be confused with compressed air or electrical starters. A tractor engine when running uses air and gasoline or kerosene as a mixture which is compressed in the engine cylinder and ignited

by spark. When standing idle the engine cannot of itself produce this mixture or compress it or fire it, so the operator is compelled to crank it. The Christiansen Starter delivers this mixture in compressed and ready-made form, to the cylinders in firing order, and the explosion of this mixture starts the engine.

No batteries are used with the Christiansen Starter which does away with the necessity of remov-

ing batteries from tractor in cold weather and place them in a warm place. The cost of upkeep on this starter is very light as there are no batteries to replace.

The Christiansen is the only starter made which operates on this principle. Its simplicity, light weight and long life make it especially suitable for tractor work.

No Experiment

The Christiansen Starter is by no means in the experimental stage. Many of the high power airplanes used by the Allies have been equipped with the Christiansen Starter. In the motor boat and truck field it has been used to considerable extent, and it is making a name for itself. Its adaptability to high class motive power makes it especially suited for use on the Lauson and other high grade tractors.

No Complicated Parts

It does not require a mechanical engineer to keep the Christiansen Starter in working order. There are no complicated parts to confuse or puzzle the inexperienced operator.

The device consists of a small, highly efficient air compressor, a clutch for engaging and disengaging it, a special carburetor (independent from the engine carburetor), which is only in action during the starting period, and a distributor, timed to deliver the charge to the cylinders in firing order. All these parts are in a small compact unit no larger than a magneto. Besides this, there is a control valve, the air gauge, the air tank and tubing and check valves to each cylinder.

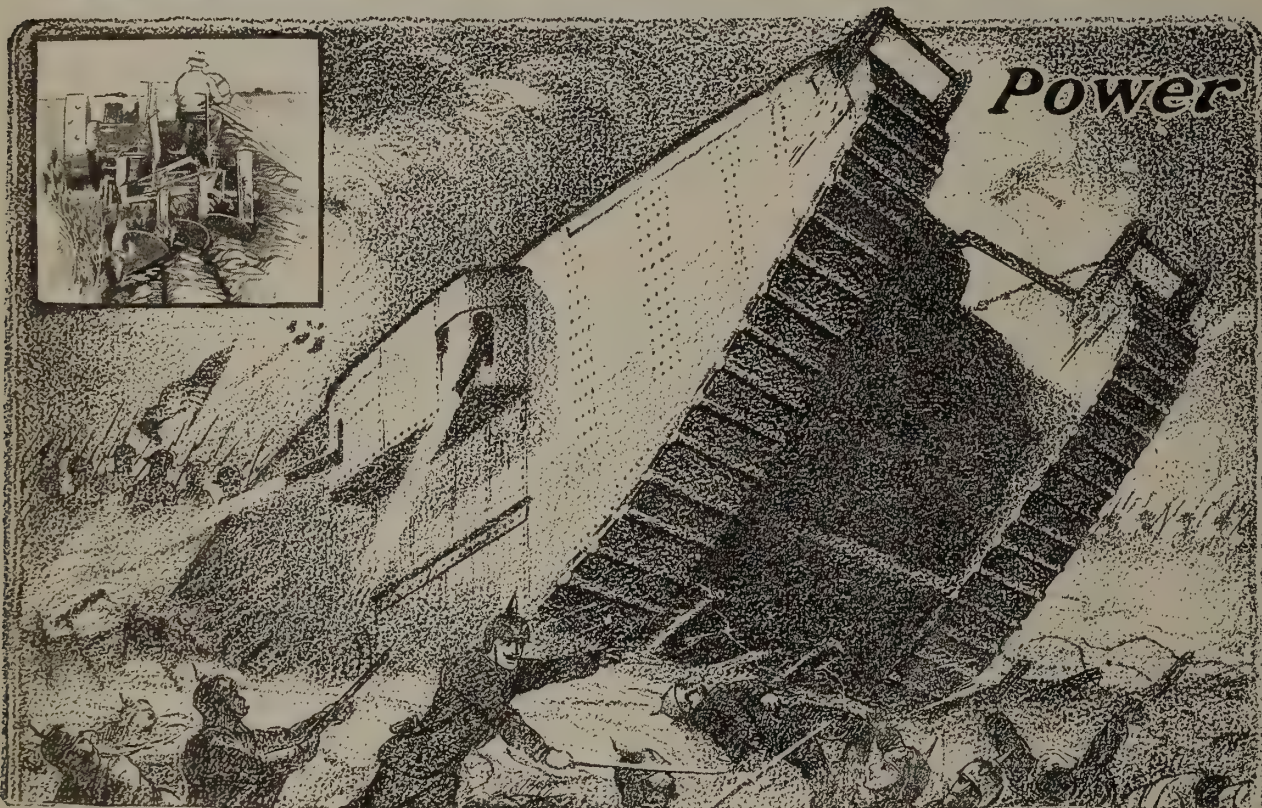
The Lauson organization state that any twelve-year-old boy can handle their tractor when equipped with a Christiansen Starter. Operator simply turns on ignition switch and pushes the starter button, and engine starts in one second. With 250 pounds of air in tank, operator can make at least 15 starts without pumping up. When pressure becomes low, by pressing another button the pump starts to operate, and in about one to three minutes tank is filled, and it is not necessary to use pump again until more air is needed. Figuring that operator starts motor five times a day, that would only be once in three days that he would need to pump air.

The Starter is no load on the motor, and does not take away any of its power. Its total weight is but 50½ lbs. Nothing is working when air is not being pumped. The oiling of the starter is automatically taken care of by the engine lubrication system.

KINGSTON

CARBURETORS

RECOGNIZED STANDARD FOR TRACTOR USE



THE strongest selling point of the tractor is its suggestion of sturdy strength. The man who buys a tractor is buying *power*, and the only successful tractor is the one which delivers that power at the plowshare. This is the reason that most of the successful tractor manufacturers specify KINGSTON carburetors.

The experienced manufacturer knows that with a KINGSTON carburetor he is going to get full efficiency out of his engine. He knows that he is going to get a maximum of power at a minimum of machine wear.

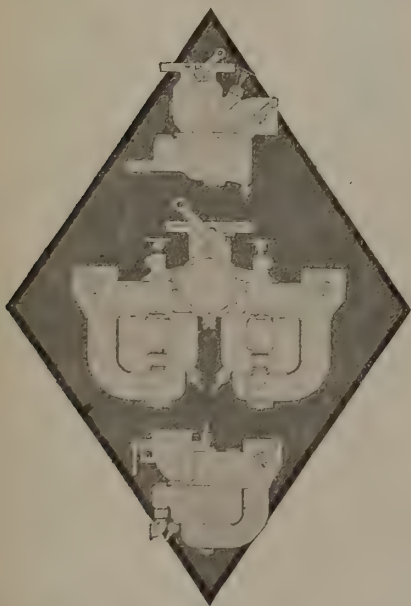
He knows that his tractor is a better tractor because it is KINGSTON equipped.

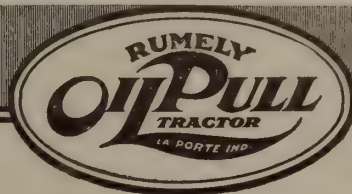
Dealers who are following the trend of the times are turning more and more to KINGSTON carburetors. They realize the tremendous sales advantage in them. They are coming to know that the tractor with the KINGSTON carburetor is the tractor that gives results. Let us tell you more about it.

Booklet Sent on Request

Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street





Proved by 10 Years Farm Work

Breaking virgin sod, sun-baked for years, on the prairies of the West—deep-plowing the much tilled land of the smaller farms of the East—year after year of the hardest kind of farm work has proved the supreme fitness of OilPull Tractors.

This dependability and service has been remarkably demonstrated by the first OilPull built that is still working in South Dakota, and by old OilPull No. 11 still on the job in Michigan—year in and year out continuous performance that gives the only real basis upon which a tractor can be judged.

In these ten years the OilPull Tractor has built up a record of continuous, reliable, economical operation unequaled in the tractor industry.

Backed by a Written Guarantee

And as if it were not enough that throughout all these years the OilPull has proved its ability to operate successfully on all grades of kerosene, the makers give you an absolute guarantee that it will do so. The fact that this is the only tractor company that gives such a fair and square, iron clad written guarantee tells a big story in itself.

Moreover, wherever you find this guaranteed tractor of proved performance, you will find near at hand Advance-Rumely service—established and maintained through 24 branch offices and warehouses, where complete stocks of machines and repair parts are always on hand.

The Rumely OilPull tractor may be had in sizes from three to ten plow, standard as to design and construction—a size to fit every farm.

A 1919 Advance-Rumely dealer's contract is worth going after.

**ADVANCE-RUMELY
THRESHER CO.**

La Porte
Indiana



ADVANCE-RUMELY

CALGARY, ALTA.

REGINA, SASK.

SASKATOON, SASK.

WINNIPEG, MAN.

Binder Twine Prices Set by U.S.

In accordance with the agreement with the manufacturers of binder twine and the United States Food Administrator the Food Administration makes this statement with regard to reasonable profits on the sale of binder twine for the harvest of 1919.

It appears that a substantial amount of twine was carried over by manufacturers which was manufactured from sisal purchased at 19 cents a pound. Further sisal has been purchased at approximately 16 cents per pound, making an average cost of sisal to manufacturers about 17 cents per pound.

The Food Administration considers that the sale of binder twine manufactured from such sisal should not be made by the manufacturers at prices per pound which exceed this average price of 17 cents by more than the following amounts:

Standard and sisal binder twine, 500 ft. to the pound, f.o.b. factory, car load lots of 20,000 pounds or more, 4c. per lb.

Lots of 10,000 pounds or more

but less than 20,000 pounds, 4½c. per lb.

All amounts less than 10,000 pounds, 4¼c. per lb.

Prices for other grades should not exceed the price of standard and sisal twine by more than the following amounts:

550 feet to the pound, 1¾c. increase.

600 feet to the pound, 3c. increase.

650 feet to the pound, 4½c. increase.

650 feet to the pound, pure manila, 6c. increase.

These margins will result in binder twine being sold by the manufacturers at 2 cents less per pound than during the season of 1918 and the twine should therefore reach the consumer at a lower price than during the last harvest.

As in 1918, the prices make the twines which run longer than 500 feet to the pound cheaper per foot than sisal and standard.

In making the announcement the Food Administration did not explain in detail how it arrived at the average fibre basis of 17 cents. "It appears," says the

statement, "that a substantial amount of twine was carried over by manufacturers which was manufactured from sisal purchased at approximately 19 cents per pound. Further sisal has been purchased at approximately 16 cents per pound, making the average cost of sisal to manufacturers about 17 cents per pound."

Canadian Twine Prices

In conformity with the prices fixed by the U.S. Food Administration, the International Harvester Co. of Canada authorized its branch houses, under date of December 5th, to quote the following prices to dealers in Western Canada:

Standard (500 ft.), 22c. per lb.

Standard Manila (550 ft.), 23¾c. per lb.

Manila (600 ft.), 25c. per lb.

Superior Manila (650 ft.), 26½c. per lb.

With the usual allowance of ⅛c. per pound on 10,000 pound lots, and ¼c. per pound on 20,000 pounds or carload lots; f.o.b. Ft. William, Ont.

The Western Canadian distributors of Plymouth binder twine have announced the prices for this twine for 1919 season as follows:

Plymouth Sisal, 22c. per lb.

Plymouth Standard, 22c. per lb.

Plymouth 550 feet, M. or N., 23¾c. per lb.

Plymouth 600 feet, L., 25c. per lb.

Plymouth Premax or Gold Medal, 650 feet, 26½c. per lb.

Plymouth Pure Manila, 28c. per lb.

These prices are subject to a reduction of ⅛c. per lb. on orders of not less than 10,000 lbs., and a

reduction of ¼c. instead of ⅛c., on orders of not less than 20,000 lbs. Prices are f.o.b. Lake Head.

Commenting on the government control of sisal and manila in the United States, Cordage Trade Journal, New York, gives the following contentions:

"Before the armistice, the unhappy results of the meddling of the Food Administration and the War Trade Board and the War Industries Board had made themselves manifest. In the case of manila fibre, the results were so disastrous that the whole machinery to regulate prices was abandoned on September 1; but while equally disastrous effects have been produced by the control of Mexican sisal fibre the Food Administration continues to attempt to regulate Mexican sisal fibre. One result of the Food Administration's indisposition to allow a free market is that Mexican sisal is to-day relatively the dearest hard fibre extant, the current quotation (fixed in June last) being higher than manila fibre and higher even than Java sisal, which usually commands a premium over Mexican sisal."

News has been received in New York that a price for binder twine has been fixed in England. Details concerning it are meagre, but the price is said to be equivalent to 30 cents per pound. What its length is it is not known, but it is believed to be made of New Zealand fibre and African sisal fibre.

Remission of Duty on Tractors

In the farm machinery trade the recent request of the Canadian Manufacturers' Association, as expressed by a resolution passed at Toronto that the duty on tractors be replaced, is exciting considerable interest.

The situation is that the duty has never been really removed, but an order-in-council passed on Feb. 7, 1918, provided for its remission by the customs department for a period of one year. In other words, the duty is refunded to importers of farm tractors not exceeding \$1,400 in value.

Should no action be taken by the government prior to Feb. 7 next, the duties on imported tractors, as well as the duties on meat, cattle and traction attachments dealt with in the same order-in-council, will again be collectible. Should parliament not meet before February, an extension of the period of remission of duties can be provided for only by a supplementary order-in-council.

Make 1919 your best year.

**Mr. DEALER**

The Farmers are asking for

CATER'S PUMPS

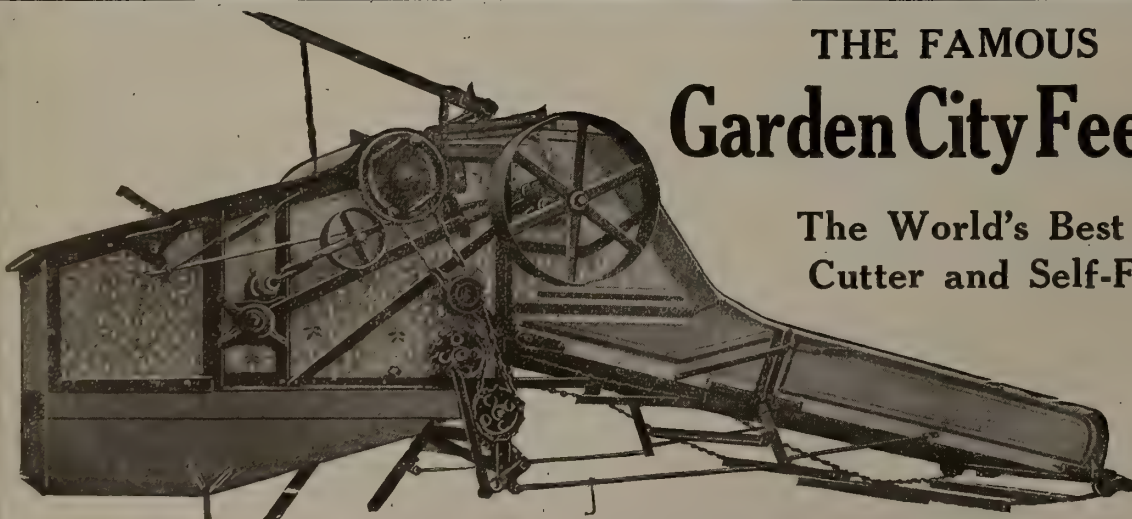
His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

THE FAMOUS Garden City Feeder

The World's Best Band-Cutter and Self-Feeder



Every owner of a Threshing Machine **NEEDS** it. Why don't YOU sell it to him? **GENEROUS** commissions paid to **LIVE** agents No **DEAD** ones wanted

Ask any of the Following Firms for Contract:

THE GARDEN CITY FEEDER CO., LTD., Regina, Sask.

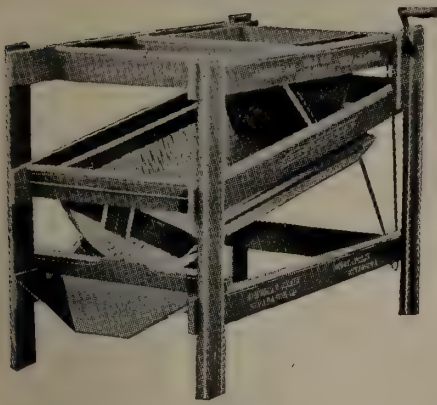
BRUCE DAVISON CO., Brandon, Man.

A. E. GARDINER, Saskatoon, Sask.

W. S. MUNROE CO., Calgary, Alta.

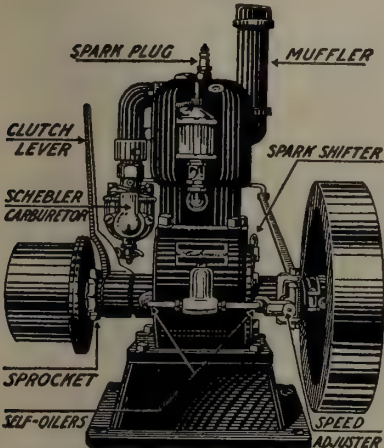
MART McMAHON, Lethbridge, Alta.

P.S.—We also sell the CASWELL ADJUSTABLE BELT GUIDE



American Wild Oat and Barley Separator and Cleaner

Not a fanning mill or cleaner, but the only real wild oat separator that absolutely removes wild oats from tame oats and barley. The only machine that separates and grades in one operation. Patented slats distribute a thin, level layer of grain over the full surface of the sieve. Ask for literature.



4 H. P. Cushman. Weighs only 190 Lbs.

Cushman Light-Weight Engines

Made in Sizes:
From 4 to 20 H.P.

Operates fanning mills, grain binders, potato diggers, manure spreaders, etc. Works more steadily and quietly than any other engine because so well designed and built. Equipped with Throttle Governor and Schebler carburetor. Many dealers are selling from 15 to 50 Cushmans a year in addition to heavy engine business. Ask for agency proposition.

THE ORIGINAL AND SUCCESSFUL
BINDER ENGINE

THE AUTOMATIC GRAIN PICKLER

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated. The most efficient automatic pickler on the market. Get one on your floor for spring business. Good stock on hand.



Ask for full particulars
of our improved
1919 Model

The LINCOLN 24x46 Separator

The Perfect Thresher for use
with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market.

Dual Grain Cleaner and Separator

Made in two sizes, 24 and 32-inches wide. Has three times the capacity of old type mills of equal width. Has double screening surface, so that a thinner run of grain passes over screen. Patented cut-off feature increases capacity 60 per cent over other machines without such equipment. Write for bulletin.

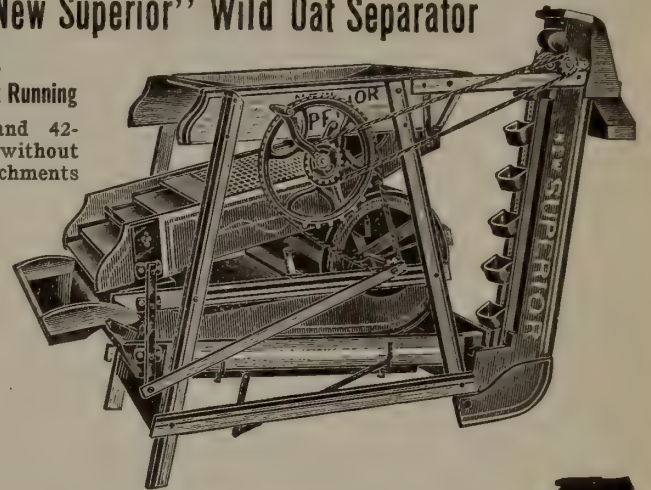


The Lincoln "New Superior" Wild Oat Separator

Will Get You the Trade.
Strongest Built—Easiest Running

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired.

Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



Lincoln Smut Cleaners

Ensure Clean Seed and Big Yields

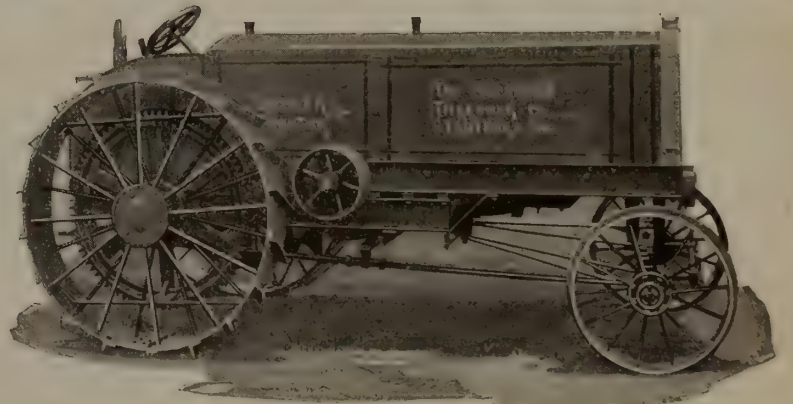
Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN
TWO
SIZES



Write
for
Prices
and Full
Particu-
lars

The Macdonald 12-24 H.P. Tractor



Handles 3 plows under ordinary conditions and 4 in light soil. Motor 4-cyl., 4-cycle 4 3/4 x 6-inch. 750 to 800 r.p.m. Great reserve power. Weight 6500 lbs. The best light tractor made in Canada. Ask for full particulars and agency offer. Write to-day.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

THE CUSHMAN AGENCY GIVES YOU A COMPLETE LINE

We are Exclusive Selling Agents for: Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners—Automobile Accessories, etc.

1842

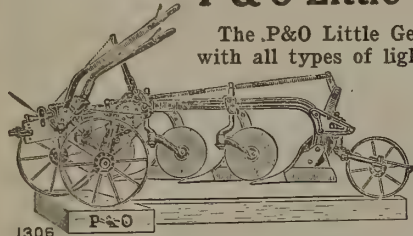


1919

Light Draft Plows

The P&O Line embraces all kinds of light draft tillage implements. If you are a user of tractor power, the P&O Line of Tractor Tillage Implements deserves your consideration. We have been leaders in the manufacture of this class of tools and our plows are known all over the world for their efficiency, simplicity of construction, lightness of draft and the ease with which they are handled.

P & O Little Genius Tractor Plow



The P&O Little Genius Tractor Plow is built for use with all types of light tractors. It is made in 2 and 3 furrow, with 12 or 14 inch bottoms, and 4 furrow with 14 inch bottoms. The power lift is instant and positive in action, raising the plow on all three wheels, giving a high, level lift. A single trip rope gives the tractioneer perfect control from his position at the steering wheel. Pin-break hitch. IXL Bottoms (Stubble or Scotch Clipper) with Quick Detachable Shares. Can also furnish Blackland and Breaker Bottoms. Fully equipped for efficient work under all plowing conditions. A sturdy, steady plow that will give you 100 per cent efficiency and add to the life of your tractor by making its work easier.

P & O Power Lift Moguls

The P&O Moguls are made in 4, 5, 6, 8 and 10 furrow sizes with 14 inch bottoms. Power Lift with independent lever lift. This is the ideal plow for use on large acreages. IXL Bottoms (Stubble or Scotch Clipper) with Quick Detachable Shares. Can also furnish Blackland or Breaker Bottoms.

P & O Power Lift Tractor Disc Plows

The P&O Power Lift Tractor Disc Plow has the same dependable lift device as our famous Little Genius. The discs are 24 or 26 inch. Made in 3 or 4 furrow. The discs revolve on chilled bearings, with hard-oil lubrication. Can be set to cut 7 to 9 inches. Will plow 10 inches deep. This is a dandy tractor disc plow and one which you should investigate if your conditions call for disc plows.



P & O Tractor Tandem Harrows

P&O Tractor Disc Harrows are made in 8 and 10 foot sizes, with 16 or 18 inch discs. The hitch is adaptable to any tractor. The flexible connection between the front and rear sets of gangs insures efficient work in uneven ground. Once over with this harrow gives better results than twice over with a single disc because the ground is packed less and is more thoroughly stirred. Improved scraper control. Hard oil lubrication. Riveted steel frames. Third lever attachment when wanted.



P & O Tractor Grub Breakers

The P&O Tractor Grub Breaker is a big plow for extraordinary work. It cuts a 24 inch furrow 12 inches deep. It will turn and cover any scrub, mesquite or underbrush that will permit the passage of a tractor. The plow weighs a ton and is built to hang together under all strain.

BUILT BY

Parlin & Orendorff Co., Canton, Ill., U.S.A.

Hart-Parr of Canada, Ltd.

SALES AGENTS FOR CANADA

Winnipeg : Regina : Saskatoon : Calgary

Small Separators Profitable for the Dealer

With the use of the light tractor there has developed a good demand for small separators. At the recent convention of the Ohio Implement Dealers' Association, A. H. Billstein contended that there was unlimited opportunity for the dealer along this line. He outlined ten factors that contribute toward causing the farmer to buy small threshers.

The first is that he has and operates his own tractor. No engineer, water or teams are required. Farmers complain of what they pay for threshing, so with their own rig they save this money.

Losses through waiting on a thresher, and possibilities of crop loss through weather are big selling reasons. The investment in barn room to store the crop is reduced.

\$100 more for one machine than for another if you know the difference and can explain it. One of the most effective helps is to get your manufacturer to supply you with a set of dimensions complete for your machine, alongside a half-dozen of your main competitor's. This record will give thirty or more facts about your machine, some of which are as follows:

Diameter of cylinder.

Number of spikes.

Number of square feet of separating surface.

Weight of machine, etc.

You will be surprised at your comparisons. One 18-inch machine will show an 18-inch diameter cylinder with 51 spikes. The identical 18-inch size of another machine will show a 27-inch diameter cylinder with 80 spikes. It may show a weight of 6,500 pounds against 4,800. In other words, the plain dimensions of a



Lauson Tractor at Head of Peace Procession in Lethbridge

The farmer gets his oat crop away early, and is enabled to get at fall plowing. As he does not need to rush he can clean his grain better for market. He can regulate his pitching, so that less grain is carried over to the stack.

With an individual outfit the farmer's wife is spared the heavy work of feeding extra mouths during threshing time.

The speaker contended that the profit possibilities on small threshers are good because most companies are giving only two years to pay for the rig. At present prices in the States, where a complete rig, with wind stacker, feeder and weigher, runs from \$1,100 to \$1,500, when the dealer sells it he sells something when the amount invested is taken into consideration. His profit would vary from one hundred to two hundred and twenty-five dollars.

Regarding the separator itself, the speaker said:

It is essential that you should recognize at once that you must have a machine you can talk; and there is as much difference in separators as there is in shoes or cows. All separators will work; so will all shoes and most cows. There is a difference however. You need not be afraid to ask

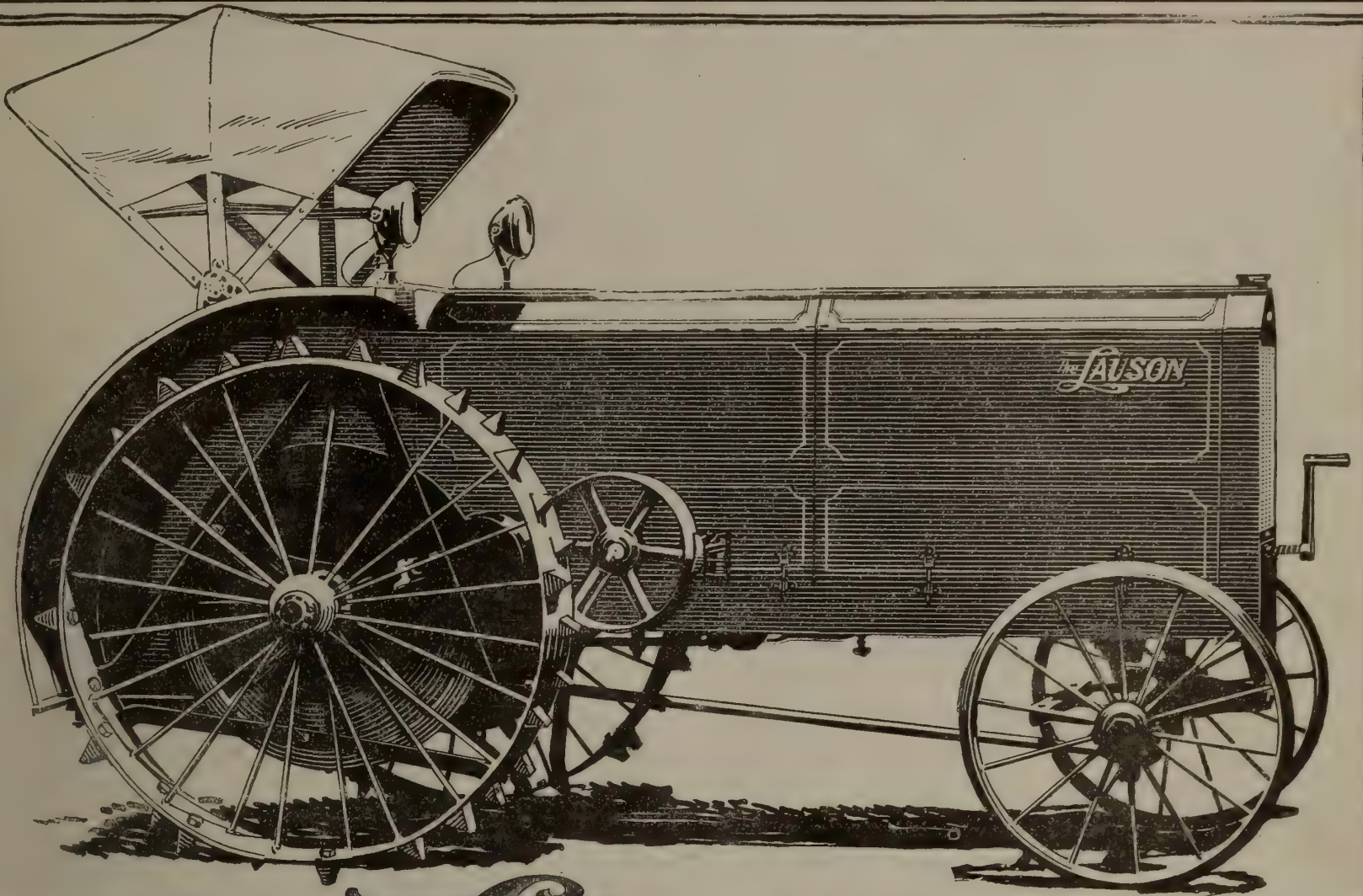
machine, such as 20-40, are utterly meaningless unless you can go into the insides.

Lauson Tractor Lead Peace Procession

On the day the Great War ended many unique processions took place throughout the Dominion. Possibly no other city led a procession with a tractor-drawn band wagon save Lethbridge, Alta. A Lauson tractor set the pace for the Lethbridge patriots, drawing a heavy truck on which the band were seated. The gentleman riding the hood of the Lauson tractor is Mr. McClenaghan, of McClenaghan and Taylor, Lethbridge, Lauson distributors for Alberta. As showing the varied uses to which the tractor can be put this takes some beating.

Automotive Engineers to Hold Convention

The winter meeting of the Society of Automotive Engineers, which was to be held Jan. 12-14, has been postponed until Feb. 4-6. The meeting will be held in New York. One half-day session will be devoted to consideration of internal combustion fuels.



The LAUSON 15-25

DUST PROOF-ALL GEARS ENCLOSED

THE PATTERN TRACTOR

In the making of a tractor manufacturing experience is what counts.

There has been scarcely a change in design or construction of the Lauson Full Jewelled Tractor for three years. It is not a tractor experiment but represents practical understanding of the conditions which a tractor is called on to meet in the field and on belt work. It is best described as the "pattern" tractor—the machine which many other makers have studied in their own design.

We never "oversell" the Lauson. Every claim we make for it can be backed up with a 25 per cent factor of safety. More power than rated both at draw bar and belt pulley. It has the lines which denote strength and attention to every detail of construction. It has a reputation for continuous and economical performance under the most adverse soil conditions. It is built to do hard gruelling farm work year after year.

This is the tractor which it pays the dealer to connect with, especially as we offer generous profits, liberal protection and a broad advertising appropriation to create sales



**WRITE AT ONCE AND SEE IF
YOUR TERRITORY IS STILL OPEN**



McCLENAGHAN & TAYLOR
LETHBRIDGE, ALTA.

WALTER GRATIAS
SASKATOON, SASK.

DISTRIBUTORS FOR

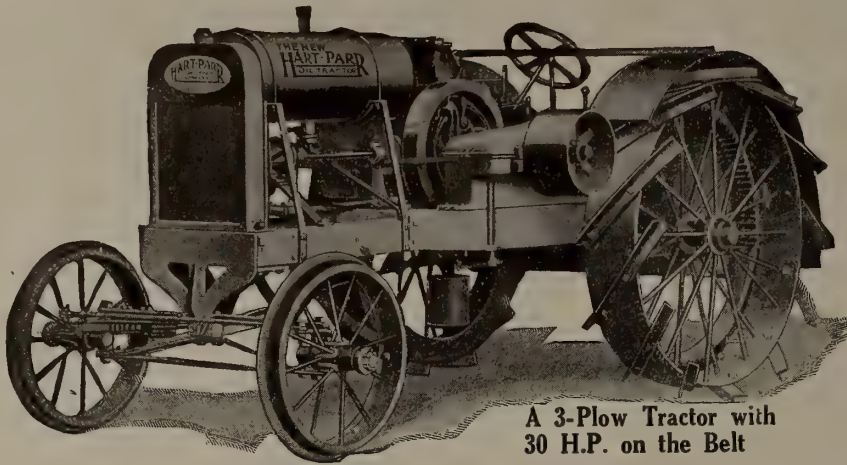
The John Lauson Manufacturing Company
NEW HOLSTEIN :: WISCONSIN

SPECIFICATIONS

Rating—Drawbar H.P. 15; Belt H.P. 25
Engine—Lauson-Beaver, 4 1/2-inch bore, 6-inch stroke. Valve in head.
Number Cylinders and Cycle—Four.
Normal Speed—950 R.P.M.
Lubrication System—Splash and force feed.
Ignition—Dixie Magneto.
Carburetor and Fuel System—Kingston Gravity Feed.
Cooling System—Perfex Radiator.
Belt Pulley—18-inch x 8-inch; 475 R.P.M.
Transmission—Lauson Selective Type—sliding gear. Oil tempered gears.
Number Speeds Forward—Two.
Speed, M.P.H.—Low, 1 3/4; plowing, 2 1/4; high, 2 1/2.
Number Wheels—Four.
Drive Wheels—54-inch diameter; 12-inch face.
Guide Wheels—32-inch diameter; 6-inch face.
Wheelbase—86-inch. Tread—52-inch.
Total weight, less fuel, water, oil and lugs—6,000 pounds.
Shipping weight with Standard Equipment—6,500 pounds.

Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
MOTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dray kerosene shunt.
BEARINGS—SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
RADIATOR—Perfex—shaft driven fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,000 pounds.



A 3-Plow Tractor with 30 H.P. on the Belt

Dealers: This Year Handle the Tractor Proved Right by the History of the Industry

THE NEW HART-PARR TRACTORS

The HART-PARRS were the FIRST successful kerosene burning tractors. They were designed and built by the pioneers in the tractor business. In the New HART-PARR the builders of the original kerosene tractor have embodied every improvement that would increase efficiency. In selling this tractor you handle a machine built not on "experiments" but on "experience."

Correct design, four wheels, twin cyl. motor, direct to pulley. Very accessible. The one-piece, cast steel engine bed is solid as a concrete base. No misalignment of gears possible. Madison-Kipp lubrication. SKF and Hyatt roller bearings ensure light draft.

The Dray Kerosene Shunt—an exclusive Hart-Parr feature—enables this tractor to develop more power on kerosene than any tractor of its size, and more power per gallon of fuel used. No excessive carbon deposits, no sparkplug trouble, no incessant carburetor adjustment. Smooth running at all loads.

Right in Size, Power and Utility for nine out of every ten farms. Now is the time to secure the Hart-Parr contract.

**Hart-Parr
Dealers can
now Handle a
Power Plowing
Outfit Second
to None**



**We are Western Canadian
Distributors for
P & O Plows
and Tractor
Tillage Tools**

The P & O Little Genius is adapted to any Tractor. Positive power lift from land wheel. High level lift on all three wheels gives ample clearance for trash and for transportation. Single trip rope gives positive action. Bottoms are forced, not merely dropped, into ground by the whole weight of plow. All levers accessible to operator.

ASK FOR FULL PARTICULARS AND PROPOSITION ON
HART-PARR TRACTORS AND P & O PLOWS

HART-PARR OF CANADA, LIMITED
WINNIPEG, REGINA AND CALGARY

Factors in Tractor Wheel Design

In considering the design of the small tractor, the efficiency of such machines for working on different soils is a topic of considerable mechanical interest. In tractor travel the basic factors in propulsion are adhesion and resistance. The adhesion of the drivers to the ground must be sufficient to use the power developed by the engine in overcoming the tractive resistance of the load and the tractor weight combined. Specific data is available in relation to tractive resistance on common roads, but little is tabulated as regards field work.

On worked fields, the pressure the land will bear without injurious effects to the crops varies according to the nature of the soil. The limit of pressure is set by the necessity to prevent sinking in the soil, which, be it said, is rarely due to excessive weight. What usually happens is that owing to inadequate gripping power the drivers rotate and "dig in." For instance, a tractor with an axle load of 3000 lbs. and short spuds pulls partly by adhesion to the soil, partly by grip, the latter being more effective, as the weight of the wheel holds the soil down. Another tractor, with 1500 lbs. load, must pull largely by grip alone. The effectiveness of the grip is reduced by the lighter weight above it, and the greater rolling resistance per ton set up by the spuds on the wheels. Statistics compiled by a British engineer, as applied to tractors of various weights, claim that for light lands the spud must be increased four times as compared with heavier soil. On very soft land, the machine with caterpillar propulsion is advisable. The three factors which affect the travel of the machine are: (1) axle loading or weight; (2) soil pressure against grips or spuds on wheels; (3) effect of rolling resistance. Doubtless considerable development will yet be seen in tractor wheel design in relation to weight and soil conditions, as this is a question of prime importance in relation to tractor efficiency.

Pump Repairs

Stocks of repairs in general are in pretty good demand, and particularly is the demand good now for repairs in the pump and windmill line, as this is the time of year when freezing causes considerable damage to pumps in various parts, and as a long winter still lies ahead, dealers should get themselves stocked up with this equipment, which they know is sure to be in demand.

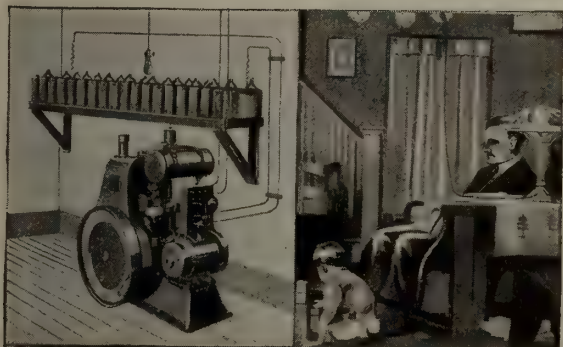
Concrete Evidence by "NEW-WAY" Dealers

What these leading dealers have done with the "New-Way," you can do.

They increased their engine sales heavily—also increased their profits, by selling the "New-Way" Light Weight Engine.



The "New-Way" can be used on over fifty styles of binders and corn pickers.



Hundreds of "New-Way" Engines are being used by the Government on Generating Sets.



The "New-Way" is used on Bateman, Hoover, Aspinwall and other diggers.

What dealers and users testify in reference to the "New-Way's" merits, makes certain that no dealer will make a mistake in arranging with us at once for the agency.

Furnish your customer with a "New-Way" Light Weight All-Purpose Engine, which he can use on his binder, corn picker, potato digger, electric light plant, wood saw, feed grinder, etc.

The "New-Way" will meet every farmer's requirement outside of a tractor.

FROM NEW ENGLAND

Gentlemen:

Seymour, Conn.,
Boston, Mass.

As I was one of your first large buyers when you commenced manufacturing the "New-Way" Engines, giving you the first order for 100 engines and the next year for 300 engines, also the fact that I have continued to buy the "New-Way" Engines all these years and lately ordered 4 carloads from you, certainly proves to anyone in the engine business what I think of the "New-Way" Engines.

Very truly yours,
S. B. Church.

FROM THE SUNNY SOUTH

Gentlemen:

Raleigh, N. Car.

We are thoroughly satisfied that the "New-Way" Engine is the best on the market and the workmanship is as good as brains and money can build.

This you can see by the fact that we have already sold one carload of "New-Way" Engines since we first took on the line a few months ago and now have just received our second car. Your engine features are all money savers for the owners and we tell the truth when we say that the "New-Way" will pay for itself in a short time.

Very truly yours,
Dillon Supply Company.

FROM THE WEST

Gentlemen:

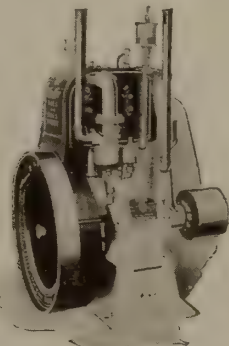
Rossville, Ill.

The very fact that we have sold "New-Way" Engines for the past eleven years makes it absolutely essential to carry a large stock of them at all times because of the fact that the engines we have sold, probably three or four hundred, give such good satisfaction that they constantly create new business for us.

We have yet to find a single instance where any of the other engines sold around here have given the satisfaction the "New-Way" has.

Yours respectfully,
E. J. Davis & Co.

THE "New-Way" ENGINE
GOES AND GOES RIGHT



THE "New-Way" MOTOR COMPANY
LANSING, MICHIGAN, U.S.A.

Modern Plant for E-B Osborne Line

Arrangements for the manufacture by the Emerson-Brantingham Company of the E.-B. Osborne line recently acquired from the International Harvester Company, are under full swing, and when completed will represent the most modern buildings, machine equipment and handling systems used by any company in the manufacture of harvesting machinery. The capacity of the big plant can be estimated from the vast floor space, there being 176,000 square feet available and the cubical is figured at 3,321,000 cubic feet.

The buildings are saw tooth type, fire proof steel and concrete construction, glass sides with cement-tile roofs.

Every effort has been made to



Where Emerson-Brantingham Co. will Manufacture the Osborne Line.

give the workmen an opportunity to produce the highest class work possible. Adequate light through 74,214 square feet of windows has been provided. The sanitary arrangements should go a long way to making the work

more congenial and healthful. Individual wash bowls and individual steel lockers are provided so that every man can get a good clean wash and change his clothes if he so desires at the end of the day.

The shipping facilities are unusually convenient. Two tracks and two loading docks are provided, one on each side of the factory.

Where Tractor Trouble Originates

The U.S. Department of Agriculture sent a questionnaire out to several thousand farmers who own tractors, the leading question was "What part of your tractor gives you the most trouble? Considering 2,179 reports on this point, the answers were:

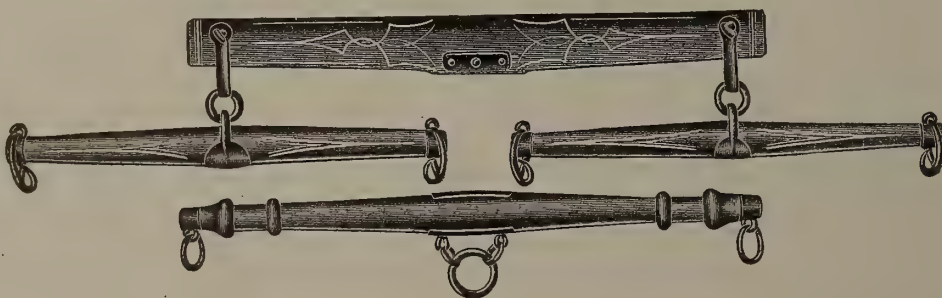
Magnetos	299
Spark plugs	110
Gears	108
Carburetor	104
Bearings	80
Cylinders and pistons..	61
Clutch	59
Valves and springs....	43
Lubrication	29
Starting	28

This information is valuable in that it gives the dealer an idea on the parts to investigate closely when seeking a tractor to sell. He can eliminate many details and concentrate attention on the parts or equipment which are common sources of grief, such as magnetos, spark plugs and carburetors.

Of course, we must not forget that the reports of these troubles were from the users, and many of them probably did not know how to use them to the best advantage; but, after all, it is a good indication as to where to look for trouble. The farmer must not run away with the idea that because he can make his car do all sorts of things, he can do the same with a tractor running over rough ground and pulling a load up to its full capacity all day. It will take a lot of time and patience to make the tractor owner realize that his best load would be two plows; that is, that it is wise to have a margin of one-third for satisfactory running, even if he can just struggle along with three plows.

These *Westwo* Jobbers Can Supply You

ANY *Westwo* product may be counted on to give the utmost service. It is guaranteed to be the best that most modern machinery and expert workmanship can produce. This fact that they are made well, makes them look better and last longer than others manufactured where quality is not a first consideration.



Order From Your Jobber

Miller-Morse Hardware Co., Ltd., Winnipeg
Marshall Wells Co., Ltd., Winnipeg
D. Ackland & Son, Ltd., Winnipeg
John Watson Manufacturing Co., Winnipeg
Wilkinson-Kompass Ltd., Winnipeg
D. Ackland & Son, Ltd., Calgary
Wood, Vallance & Adams, Ltd., Calgary

Morrison, Blackwood Hardware Co., Moose Jaw
Tudhope Anderson Co., Ltd., Winnipeg
Mackenzie Brothers, Winnipeg
Wood, Vallance, Ltd., Winnipeg
Merrick-Anderson Co., Ltd., Winnipeg
Western Canada Hardware Ltd., Lethbridge
D. G. Latta Ltd., Edmonton

West-Woods Limited : Winnipeg

ASPINWALL POTATO MACHINERY

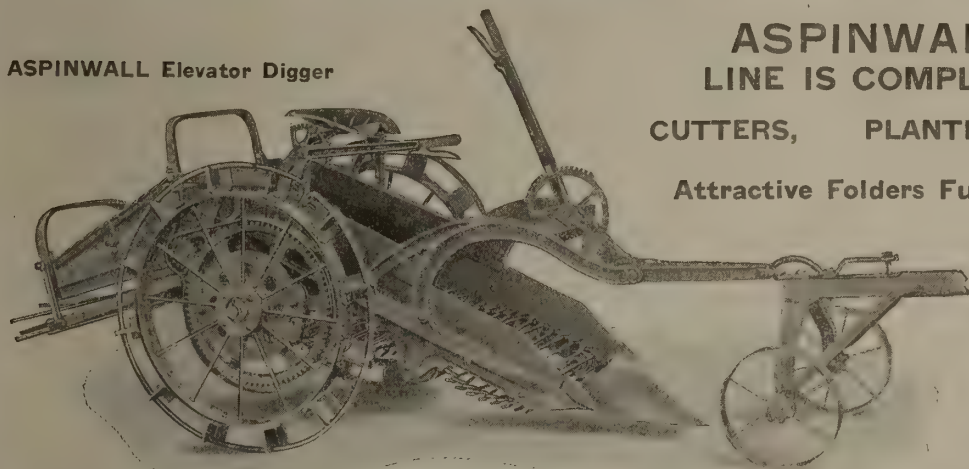
UNSURPASSED IN

MATERIALWORKMANSHIPSERVICEABILITYRECOGNIZED LEADER

MADE BY

World's Oldest and Largest Makers of Potato Machinery**POTATO MACHINERY SPECIALISTS**

ASPINWALL Elevator Digger

**ASPINWALL
LINE IS COMPLETE**

CUTTERS, PLANTERS, SPRAYERS, DIGGERS, SORTERS

Attractive Folders Furnished On Request. 1919 Prices Now Ready.



ASPINWALL Automatic No. 3 Potato Planter

**ASPINWALL CANADIAN
COMPANY, LIMITED**

GUELPH ONTARIO

Shinn-Flat

Prevents Lightning Losses

Now that the war is over, let's get busy and protect property.

What's the use of permitting millions and millions of dollars' worth of houses, barns, grain, hay, live stock and public buildings to be destroyed every year?

You know it's an unnecessary waste, and so do we; even the farmers and home-owners in towns all admit it. It happens simply because people put off protection until next week or next month.

36% More Conducting Surface

Shinn-Flat Lightning Conductors are distinctive and more efficient. They are woven flat and have 36% more conducting surface than the same amount of material woven in a round cable. Shinn-Flat is the one conductor backed by a Cash Indemnity Bond, issued direct to your customer, that **Lightning Can't Strike**.

*Shinn-Flat Conductors are
Manufactured in Canada*

**CUSHMAN MOTOR WORKS
OF CANADA LIMITED
DISTRIBUTORS**

Whyte Ave. and Vine Street, WINNIPEG, MAN.

Lightning Can't Strike IF Shinn Gets There First



Gray

Built For The Man
Who Wants Good
Machinery

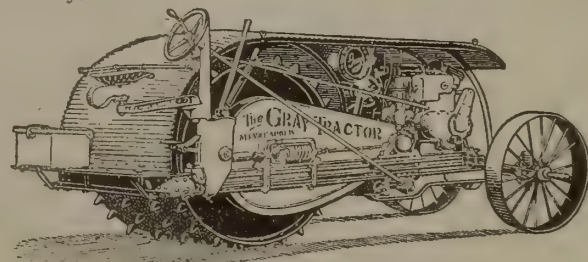
**WIDE
DRIVE
DRUM**

TRACTOR

The Gray does work no other Tractor can do and on account of its Wide Drum Construction is light in weight, easy on fuel and can pull four plows through any soil.

NO DIFFERENTIAL—NO BEVEL GEARS

Over three-fifths of all Tractor Troubles are in the differential or bevel gears of the transmission. The Gray uses neither, yet turns short and works perfectly.



Exclusive Gray features are the Wide Drive Drum and the side arm hitch—two practical features that every farmer will appreciate. Every feature of the Gray is high class—built for wear, strength and service.

**Write for Free 50-page Booklet to
GRAY TRACTOR CO. OF CANADA, LTD.**

307-309 ELECTRIC RAILWAY CHAMBERS, WINNIPEG

Alberta Distributor: M. D. PEEVER, Calgary, Alta.

Dairy Development Essential

In the Canadian west there are thousands of acres of land that are unsuitable for wheat that would be eminently suitable for dairying and cattle raising. A time will come when this land will have to be used, only the west seems slow to grasp this opportunity. For thousands of years the human race has developed a total dependency upon cattle for the rearing of its young. No greater catastrophe can happen to a people than the loss of its dairy herds for the total loss of dairy produce means the total extinction of a people.

There is throughout Europe a serious deterioration in the numbers of live stock. Herds are depleted, and according to Sir William Goode, the British food ministry says that the milk yield is almost at vanishing point in central Europe.

Holland, Switzerland and Scandinavia, which are normally large exporters of dairy products, will probably not have any considerable surplus for the United Kingdom, which will thus be practically dependent on imported fats entirely from the Dominion and the United States.

Following are the estimated decreases in livestock in the leading central European countries: Cattle—France, 2,366,000; Italy, 996,000; Denmark, 345,000; Sweden 599,000; Germany, 2,200,000; Austro-Hungary, considerable. Sheep—France, 2,258,000; Italy, 138,000; Denmark, 47,000; Holland, 200,000; Austro-Hungary, considerable. Pigs—France, 2,815,000; Italy, 354,000; Denmark, 1,873,000; Sweden, 352,000; Holland, 162,000; Germany, 9,306,000; Austro-Hungary, considerable.

It will thus be seen that there is sure to be a big demand, and that it will take several years to bring back supplies to the normal. There is a wonderful market for all that Canada can produce, but what do we find in the west?

In Manitoba alone there are forty-two creameries and twenty cheese factories, a large number of which are closed a great portion of the year. The reason for this is that the volume of raw material is not sufficient to keep them running at their full capacity all the time, and it is due to this fact that the cost of production is also high.

The cow population of the province is rapidly diminishing and dry cows in calf are being slaughtered, and calves instead of being raised are being killed off shortly after birth, and instead of build-

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JANUARY, 1919

ing up the country we are "killing the goose that lays the golden eggs."

War Savings Stamps

The Canadian Government is offering for sale to the people of Canada an issue of War Savings Stamps authorized by Order-in-Council (P.C. No. 2462). The amount authorized to be issued is \$50,000,000, which, it is hoped, may be taken up within the coming year. No limit is placed on the number of War Savings that may be purchased by any person. While primarily for the small investor it is hoped that all classes may become purchasers of these stamps.

With a War Savings Stamp goes a War Savings Certificate. The stamps, which are a promise on the part of the government to pay \$5 on January 1, 1924, were placed on sale on December 2, and may be had at any bank, post office, or other agency appointed by the Minister of Finance.

The price of the stamps is printed on their face and increased by one cent a month after January, 1919. This is because they bear interest from the date of issue, December, 1918.

At either the Finance Department, Ottawa, or at any money order post office, after ten days' notice, the government will, in January, 1924, pay \$5 for every War Savings Stamp attached to a

War Savings Certificate. Should the holder of a War Savings Certificate desire before January, 1924, to secure cash for the stamp attached thereto then, if it is not registered, he should take it to a money order post office, where it will be redeemed after ten days' notice. If the certificate has been registered, it should be taken to the post office where registered. The amount that will be paid for the certificate is shown on the back in the table of "surrender values."

Raw Material Value Will Not Decline

At present most of our factories and storerooms are filled with raw materials and commodities which the owners may be tempted to sell at sacrifice prices in order to restore cash balances wholly depleted by war taxes and purchase of bonds. Precipitate action of this kind, if based on a fear that raw materials will generally decline in value, will bring individual and national loss. The most knowing and deliberate business men realize that the available supply of basic materials for human use and consumption is many times less than the world will need for some years to come. This is the inevitable result of four years of systematic destruction without replenishment in every quarter of the globe.

The Dealers' Duty

In a recent communication to the trade, T. J. Turley, president of the U.S. National Federation of Implement and Vehicle Dealers' Associations, says in part:

An implement dealer to meet the demands of the reconstruction period, has more to do than ever. A dealer who sits around now and waits for prices to recede will be run over or run out before he realizes what has happened.

Our country will be required to provide more foodstuffs for the next twelve months than ever before. Prices for these products will be good. Demands for implements will be larger for 1919 than they have been for 1918, as prices are more stabilized, more money to buy with and less implements to fill the orders, caused from accumulated stocks being depleted and less material for manufacturers by the time they could use it for spring trade.

Dealers should get their spring requirements as early as possible and make them reasonably sufficient to take care of a fair size trade.

This is one spring when a dealer wants to sell all he receives, but be sure to buy sufficient to take care of your requirements. We as dealers must not be contented to help win this war and then sit down and say we have done our duty. We still have important work to do in helping this whole universe, and we feel sure our dealers will be found doing their part as they have always done.

Dealers Should Understand Tractor Design

While the dealer comes in between the manufacturer and the farmer, his education should be such that he knows not only the construction of the machine, but also the principles of design. He must also know how to use it to give the best results to the user. There is no place in the industry where increased knowledge will reap a richer reward than in the position of the dealer. This is especially so with the man who sells tractors. He has facilities given in many ways by the manufacturer to obtain a good knowledge of all the lines handled.

If the farmer needs a tractor and needs your particular tractor, and you as a salesman fail to convince him of the fact, you have failed in every sense of the word. Some salesmen would say such a case is impossible, but there really are thousands of such cases. From every point of view the bet-

ter equipped the dealer and the better educated he is in every way to sell not only tractors but all farm equipment, the better he will be able to make a success of his business.

The National Tractor Show

The National Tractor Show, the biggest exposition of the kind held in the world, will be held in Kansas City, Feb. 10 to 15. The show will be larger than ever. Additional space has been provided, and many concerns which participated in the 1918 show will occupy more than double the space they formerly used. The event undoubtedly will be the greatest indoor exhibition of tractors, tractor accessories and power farming machinery in the history of the industry.

McKay Now With Tractor Company

R. J. McKay has accepted the important position of sales manager for the Hart-Parr Co. of Canada, distributors of Hart-Parr tractors and P. & O. plows. The head-quarters of the company are in Winnipeg, and they have

ern Canadian territory Mr. McKay held the important post of manager of the Winnipeg head-quarters. He was for a time president of the Winnipeg Wholesale Implement Association. In his new position Mr. McKay should be of the greatest value to the company he has joined. With a wide business experience and marked executive ability he is eminently fitted for this responsible position.

Eliminating Non-Essential Machines

From an economical standpoint the war movement that has led to the elimination of scores of types of useless machines and implements is all to the benefit of the trade. It is a step that should have been taken years ago—but if belated, a start has at last been made.

In connection with this movement, it is urgent that sales man-

agers in their direct contact with the trade, personally and through their travellers, should point out to dealers and farmers the great benefits that most surely will follow the day that eliminations are put into effect. First, the manufacturers can build up a larger stock of fewer sizes with which to fill orders. Dealers, likewise, can have larger and cleaner stocks available, at the same time having less capital invested than in the former large varieties carried. Moreover, the farmers will share in the quick accessibility to the standardized types and sizes and be able to procure repair parts more easily. For dealers will be justified in carrying larger stocks of repairs on the smaller variety of implements and machines.

Eliminations of non-essentials mean to the farmers that their needs will be better served, not simply their mechanical fancies.

Personal

G. Ford has opened an automobile business at Binscarth.

John E. Johnston is a new harness dealer who has opened up at Manitou.

Universal Automobile Agencies is the title of a new concern in Winnipeg.

H. G. McLennan is the name of a new harness dealer in the town of Bethune.

A new concern registered at Regina is named the Veteran Mechanical Farming Co.

The Tractor Company is the name of a new concern incorporated at Saskatoon.

Geo. C. McDonald, an implement dealer at New Dayton, has sold out to James T. Peat.

Two new auto concerns in Calgary are known as the Victor Auto Co. and K. Smith Co.

Kamlitz & Mildener are now carrying on a hardware and implement business at Kendal.

W. J. Collins is the name of a new harness dealer who is doing business in the village of Rhien.

J. Walkup, Limerick, the implement dealer, is back in his office after an attack of influenza.

Mr. Crooks, dealer at Woodrow, was recently laid aside for a month with the prevalent disease.

D. Roberts, an automobile dealer in Vancouver, has sold out to the Central Garage Co. in that city.

Max S. Dickie is the owner of a new automobile business and garage in the village of Findlater.

S. T. Koldingness is the name of a new harness dealer who recently opened premises at Batrum.

O. Paradis, of Paradis & McRoberts, Meyronne, is slowly recovering from a bad attack of influenza.

Carl Ahlstedt has bought out the automobile business at Raymore formerly owned by O. E. Skillman.

We regret to note that the implement business of H. C. Nickel, at Wymark, was recently destroyed by fire.

James Elliott, an implement dealer at Ituna, has sold out his interests in that town to a dealer named D. Gallant.

H. Phillips, a dealer at Princeton, B.C., has taken O. Knight as a partner into his implement business at that center.

H. W. Hutchinson, of the Sawyer-Massey Co., Hamilton, Ont., was a visitor to Winnipeg during the holiday season.

Lacoursiere & Co. have regis-



DEATH'S HARVEST



J. D. ADSHEAD

John D. Adshead, manager of the J. D. Adshead Co., Ltd., Winnipeg, died on December 11th, following an attack of influenza and pneumonia. The late Mr. Adshead was well known to the tractor and farm machinery trade throughout the Canadian West.

During his career he had been connected with the Rumely Products Co., The McCormick Harvesting Machine Co., the International Harvester Co., and Nichols & Shepard Co. After having been located at Regina for a year, he went to Grand Forks, N.D., as manager for the Advance-Rumely Thresher Co., and from there was transferred to Fargo, N.D. In June, 1916, he came to Winnipeg and inaugurated the J. D. Adshead Co., Ltd., which concern introduced the Happy Farmer tractor in Western Canadian territory. In the closing months of 1917 he interested J. Thompson and the late R. F. Hay in the concern, the name of which was then changed to the Happy Farmer Company. Early in 1918, Mr. Adshead severed his connection with the company and commenced the J. D. Adshead Co., which handled a tractor attachment and also had the distribution for Alberta of the Happy Farmer tractors. He was manager of this organization until his recent death, at the early age of 33.

The late Mr. Adshead is survived by a widow, formerly Miss Alice Tees, and two children. The funeral, held on December 14, was largely attended by friends and business intimates.

P. J. BEDSON

We regret to report the death, following an accident on January 3, of Percy J. Bedson, traffic manager of the John Deere Plow Company, Winnipeg. While participating in a curling game with the office team, of which he was skip, Mr. Bedson slipped, fell and struck his head upon one of the stones. He was rendered unconscious, but recovered and was able to proceed home. Later a hemorrhage of the brain supervened, and Mr. Bedson passed away in the Winnipeg General Hospital.

He is survived by a widow and two young children, to whom we extend the sincere sympathy of the trade on their loss of a fond father and husband at the early age of 37 years. Mr. Bedson had been traffic manager for the plow organization for seven years, and was an expert on all matters relating to freight and transportation. He came to the John Deere Plow Company from railway service, and was one of the foremost traffic experts in Western Canada. His business associates mourn the untimely death of one who was very popular in the organization, of a bright and cheery disposition and ever ready to give his advice and assistance.

The funeral was held from his late residence, 187 Home Street, to Elmwood Cemetery, and was attended by representatives from every department of the John Deere Plow Company. Many floral tributes were in evidence.



R. J. McKAY

branches in Regina and Calgary. Mr. McKay has been for over eighteen years in the farm machinery business, and for practically all of that time has served the Moline Plow Co., Moline, Ill.

He resigned the position of branch manager for the Moline Plow Co. at Minot, N.D., to accept his new post with the tractor and plow organization.

The farm machinery trade in the Canadian West will welcome Mr. McKay back to this territory with which he is well acquainted. When the Moline Plow Co. carried on business through branch houses in West-

tered a partnership in their implement and farm equipment business at Ponteix.

Myers & Co. is the name of a new firm of manufacturers' agents who were recently incorporated at Winnipeg.

The Morris Steel & Wire Co., Vancouver, recently suffered considerable financial loss through fire on their premises.

The implement warehouse of C. E. Swayze, Dummer, was recently destroyed by a fire that did considerable damage in that town.

The Carey Lumber & Implement Co. is a new concern recently incorporated in the village of Carey. Capital is given as \$40,000.

H. Middleton, manager of the Miller Tire Co., Winnipeg, recently paid a visit to Edmonton, Calgary, Lethbridge and Medicine Hat.

The Sharples Separator Co., West Chester, Pa., announces the death on December 14th of Gib. Kindred, their general salesman in North Dakota.

R. McKenzie, manager of the McLaughlin Carriage Co. Winnipeg, has been elected vice-president of the Winnipeg Motor Trades' Association.

Carl Beny, of Irvine, Alta., is recovering from an attack of the influenza. We trust that soon he may be able to attend to business in his warehouse at that point.

Mrs. W. H. Haggard, wife of W. H. Haggard, division sales manager for the Emerson-Brantingham Implement Co., died December 16th after a long illness.

We regret to report the death of J. B. Griffith, the implement dealer at Stettler. Deceased succumbed to pneumonia, and was well liked in his town and district.

G. Schaller, Irvine, is at pres-

ent in the Mayo Hospital at Rochester, Minn., where he will undergo a serious operation. We trust that his recovery may be rapid.

Dan Sutherland, the implement and thresher dealer at Foxwarren, paid us a visit January 2nd, while en route to California, where he will spend the winter months.

F. Siloway, manager of the export department of Deere & Co., Moline, Ill., recently spent a couple of days at the Winnipeg offices of the John Deere Plow Co., Ltd.

Alberta Lalley-Lights, Ltd., is the name of a new concern formed in Calgary. The company will handle farm electric lighting outfits and will sell through the retail trade.

The Executors Trust Co. have been appointed liquidators for the estate of the Prairie Motor Sales Co., a concern who formerly carried on an automobile business at Moose Jaw.

Findley & Edmonds, implement agents at Watrous, have dissolved partnership in their stand at that town. Mr. Findley will in future have sole control of the business.

Mitchell & McGregor, the pioneer hardware and implement firm at Brandon, have applied for authority to change the name of the organization to the Mitchell Hardware co.

W. N. Robinson, manager of Robinson-Alamo, Ltd., Winnipeg, distributors of the Empire line and Alamo lighting systems, is at present on a holiday in the East-ern provinces.

We regret to report the death from pneumonia of James McLean, of Hatton. The deceased leaves his brother John to carry on the business at that point in Saskatchewan.

J. H. Tanner, the popular man-

ager of the International Harvester Co., Winnipeg, is at present on a visit to the head offices and factories of the organization at Chicago, Ill.

P. J. Grout, the popular manager of the Twin City Separator Co., Winnipeg, manufacturers of Bull Dog fanning mills, paid a visit to Edmonton and Calgary early in the year.

Robert Campbell has commenced an automobile business at Gleichen. In the same town E. G. Kelly has sold out his auto accessory business, which will in future be handled by Mr. Campbell.

J. A. Rollefson, the popular implement man at Swift Current, has been elected mayor of that city. Mr. Rollefson has been a vital figure in the local development of Swift Current for several years.

W. L. Clark has resigned the position of trade manager for the Moline Plow Co., Moline, Ill., to become general sales manager for the Samson Tractor Co. and the Janesville Machine Co., Janesville, Wis.

Archie Livingston, the popular implement dealer at Cabri, reports a good season selling the Delco electric lighting system. Archie is right there when it comes to building business in the slack season.

On the last day of November, Arthur G. Cummings, a valued member of the International Harvester staff at Lethbridge, died at the age of 32 years. He served in the position of cashier, and leaves a wife and little daughter.

Paul L. Odle, well known in the automotive industry, particularly among motor truck men, has joined the Parrett Tractor Co. of Chicago. Mr. Odle was formerly associated with the Republic and Denby Motor Truck Companies.

We are in receipt of a very fine calendar issued by Bert Conway,

the well known implement jobber at Regina. It depicts a prairie scene and is a fine piece of color work, which should grace the walls of many dealers' places of business.

G. D. Heberlee, who carries on a hardware and implement business at D'Arcy, has sold out his hardware section to J. W. Tackaberry. In future Mr. Heberlee will confine his attention to the implement lines which he handles at that point.

J. Gardner, Aneroid, who operates a large garage and implement business at that point, has been suffering for some time from blood poisoning in his hand. To make matters worse, he had a bad attack of influenza, but is now recovering.

Professor J. Macgregor Smith, head of the farm mechanics department of the University of Saskatchewan, recently visited Chicago for the purpose of attending the annual convention of the American Society of Agricultural Engineers.

The Jones Tractor & Implement Co. is a new concern in Regina. The moving spirit is H. A. Jones, who is well known to the trade in Saskatchewan territory. The company will handle the Monarch Neverslip tractors and other power farming lines.

E. E. Lyday, manager of the Maytag Company, Winnipeg, left recently for a combined business and pleasure trip in the United States. While south, Mr. Lyday will spend some time in Detroit, Chicago and at the Maytag factories at Newton, Iowa.

Nelson S. Gottshall, vice-president and general manager of Grace Motors, Ltd., Toronto, recently paid a visit to the Winnipeg office of the company, 501 Union Trust Bldg. Helm Walker is now in charge of the Winnipeg branch and reports business as good.

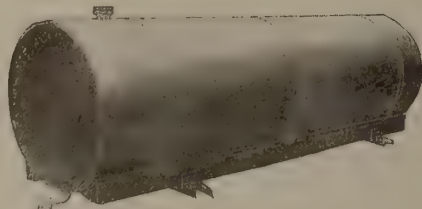
W. A. Scharon has been ap-

MAX

Wagon Oil Tank

**BUILT TO LAST AND GIVE
SATISFACTORY SERVICE**

One Piece Construction
All Seams Welded
Faucet
Capped Filler Hole



WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

P.O. Box 3006 F.I. 119

Winnipeg, Man.

FOX AUTOMATIC PICKLER

Same construction and heavy high-grade material as in the past. Built to last a lifetime.

CONSTRUCTION: 26 gauge galvanized iron with steel frame.

CAPACITY: 125 Bushels per hour.

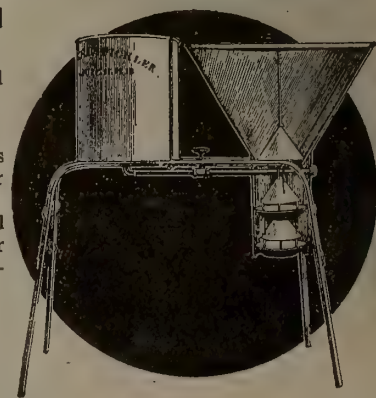
EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

This pickler is not in the experimental stage, but has been on the market four years. Built for service and satisfaction.

AGENTS WANTED AT ALL POINTS
IN THE THREE PROVINCES

Exactly the same Pickler as has been sold in the past by W. J. Bell, Regina

MANUFACTURED AND SOLD ONLY BY
CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.



At Harvest Time its Worth is PROVED



John Deere

Disc Drill

VAN BRUNT

YOUR customers begin to appreciate the value of a Van Brunt Drill the first day they use it. It pulverizes the soil, makes the seed furrows, drops and covers the seed—performs four operations in one trip over the field. *But it is at harvest time, when the increased crop yield tells its own story,* that farmers fully realize the big value to them of a Van Brunt Grain Drill.

Van Brunt Drills Have Made Their Way By the Way They Are Made

Patented, adjustable gate force feed insures good seeding of small, medium or coarse seeds—no choking up in the grain box.

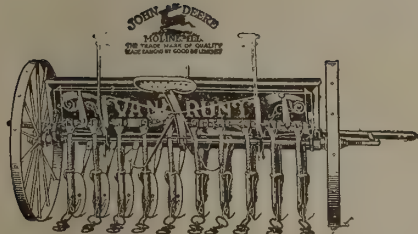
Metal seed tubes and closed forward delivery protect seed until placed at bottom of furrow. The Van Brunt Single Disc Drill will plant in mud, gumbo or trash.

Guaranteed disc bearings; non-sagging grain box; Van Brunt tilting lever; adjustable spring steel scrapers.

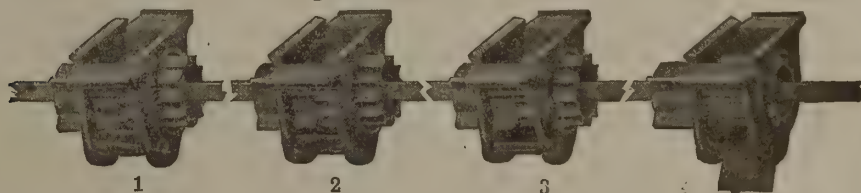
Grass seeder attachment sows broadcast or in drills.

Van Brunt Drills are made in standard styles and sizes to meet your customers' requirements.

Van Brunt Adjustable Gate Force Feed



Van Brunt Single Disc Grain Drill



1—Regular Position

All gates up, with latches in top notch at left side, to sow corn, beets, all grain and small seed.

2—For Coarse Seed

Fasten all latches at right side to sow peas, common beans and extra large quantity of trashy oats.

3—For Large Kernels

Fasten all latches in lower notch on left side to sow marrowfat or kidney beans.

4—To Clean Feeds

Loosen all latches and drop gates to clean out feeds.



Tilting Lever on Pole, a Patented, Exclusive Feature.

WE SUPPLY TRACTOR HITCH ATTACHMENTS

WRITE TO-DAY TO THE NEAREST BRANCH

JOHN DEERE PLOW CO., LIMITED

WINNIPEG
Man.

REGINA
Sask.

SASKATOON
Sask.

CALGARY
Alta.

EDMONTON
Alta.

LETHBRIDGE
Alta.

pointed advertising manager of the tractor equipment division of the United Motors Corporation, with headquarters in Chicago. In this capacity Mr. Scharon will continue to direct the advertising of the Hyatt Roller Bearing Co. and the Remy Electric Co.

In our last issue we reported that Geo. Matheson, the implement dealer at Craik, had sold out at that point. George informs us that the negotiations fell through at the last moment, but that he has other arrangements proceeding for the sale of his business. He has been poorly for some time and requires a change of climate during the winter months.

Mr. Gillis, head of the Gillis Implement Co., Ponteix, is selling out at that point to Matte Bros. When all arrangements are completed, Mr. Gillis will join his family in California. He has been ill for some time and is only recovering from pneumonia. He has been a very popular implement man in his town and territory, and the public will regret his enforced sale of the business.

W. C. Warren, who recently resigned his position as assistant manager of the Minneapolis branch of the J. I. Case Plow Works, which he had held for seventeen years, will be associated with the Northern Implement

Co. of East Grand Forks, Minn., as manager of the distribution of Wallis tractors and J. I. Case plows. He will have charge of North Dakota, Montana and Manitoba, for Winnipeg and the West.

H. F. Anderson, manager of the Tudhope-Anderson Co., Winnipeg, along with S. F. Lewis, manager of the Tudhope Co., Orillia, and government officials from Ottawa, is at present on a visit to the devastated area in France and Belgium. Mr. Anderson was educated on the Continent and is an expert linguist. He is eminently adapted to aid in an investigation of the implement and farm equipment requirements of the stricken areas in France and Flanders.

Suggested Express Rates Unfair to West

The Express Traffic Association of Canada has filed an application on behalf of the express companies, for a general increase in rates for the handling of express shipments between all points in Canada. Shippers claim that the new schedule is absolutely unfair to the West. According to the figures a parcel of 100 lbs. is carried in Eastern Canada, for \$3.00, while in the West the same service requires a toll of \$3.60. The companies do not show that their

cost of doing business in the West is any higher than in the East.

The schedule divides the Dominion into three sections, namely, Sudbury and east, Sudbury to Rocky Mountains, and British Columbia. These divisions are known as A, B, and C respectively.

Under the schedule as applied for, the cost of carrying 100 pounds for the same distances in the various sections is as follows:

Miles	A	B	C
100	1.00	1.10	1.20
200	1.40	1.60	1.80
300	1.80	2.10	2.40
500	2.60	3.10	3.60
600	3.00	3.60	4.20
1,000	4.60	5.60	6.60
2,000	6.60	8.60	10.60

This shows that the charges proposed for the West, to carry the same number of pounds the same distance are from 10 to 30 per cent higher than in the East. In B.C. the rates will be between 20 and 60 per cent higher.

E-B Briefs

C. N. Kisecker, who has been in charge of the Waynesboro, Pa., branch of the Emerson-Brantingham Implement Company for a number of years, has been transferred to the St. Louis branch, where he has been appointed assistant manager.

C. H. Gardner, who has repre-

sented the Emerson-Brantingham Implement Company in the Lone Star State for several years, has been promoted to the position of assistant manager of the Dallas, Texas, branch.

Mr. C. S. Brantingham, Mr. E. P. Lathrop, Mr. A. T. Jackson and Mr. O. M. Peters, recently paid a visit to the E.-B. Tractor Plant at Minneapolis, with a



C. N. KISECKER
Appointed Assistant Manager
E-B St. Louis Branch

view to considering additional improvements that might be required in taking care of the growing trade in E.-B. tractors. The extensive additions that have been made to the plant during the past year, together with the large amount of special machine equipment have now been fully completed and will give the E.-B. Company a largely increased output.

New Warehouse Leased

The Emerson-Brantingham Implement Company has just closed a lease for a large warehouse building in Columbus, Ohio, located on the B. and O. main line tracks, which will place them in a much better position to handle their growing trade in the Buckeye State.

PHONE GARRY 1600

OUR ENGRAVINGS SPEAK FOR THEMSELVES

STOVEL CO. LTD.

WINNIPEG, MAN.

Westco CUTTER GEAR

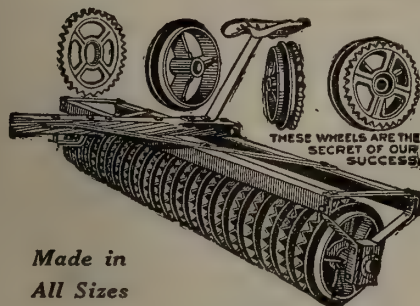


Made of Selected Hickory, well finished, well ironed, painted carmine with black striping and varnished. Shipped knocked-down. Any ordinary buggy box can be attached in a few moments.

PROMPT SHIPMENT MADE

D. ACKLAND & SON, LIMITED
WINNIPEG :: CALGARY

An Implement Every Farm Requires Dealers: Investigate the Famous WESTERN PULVERIZER, PACKER AND MULCHER



Made in
All Sizes

The Western Pulverizer, Packer and Mulcher pulverizes and packs down the soil and puts it in perfect condition for seeding in one operation, either a stubble ground or sod ground. It will not clog. Provides a granular mulch to the land which stops evaporation and preserves moisture.

PLOW PACKER

2 ft. 6 in. two-furrowweight 330 lbs.
4 ft. three-furrowweight 475 lbs.

SINGLE SECTION

4 ft.weight 600 lbs.
6 ft.weight 725 lbs.
8 ft.weight 920 lbs.
10 ft.weight 1200 lbs.
12 ft.weight 1400 lbs.

THREE SECTION

11 ft.weight 1400 lbs.
15 ft.weight 1840 lbs.
21 ft.weight 2650 lbs.

WRITE FOR OUR DESCRIPTIVE CATALOG AND PRICES

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

STRONGLY
BUILT.

SAVE
LABOR

MAKE A
PERFECT
SEEDBED

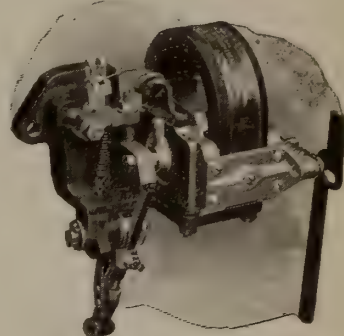
All Gas Engines Are Not Equipped With WEBSTER TRI-POLAR OSCILLATOR

A great majority of engine users and dealers take it for granted that all stationary gas engines are equipped with Webster Tri-Polar Oscillators.

Not always. A few manufacturers are seeking to take advantage of the universal acceptance of Webster ignition in their public announcements. They shout the merits of their engine in megaphone-bold type, but they can't even whisper the name of its ignition, because they know that every engine buyer naturally looks for and expects Webster ignition.

As long as a few engine manufacturers adhere to this short-sighted policy, engine buyers who want Webster equipped engines should make specific inquiry on this point.

Nearly half a million users know that the Webster Tri-Polar Oscillator positively banishes ignition troubles. Protect your prestige and your customers' investment. Make sure that the engine you represent or use is equipped with the only real oscillator—the Webster Tri-Polar Oscillator.



Remember—"If it isn't a Webster Tri-Polar it isn't a real Oscillator."

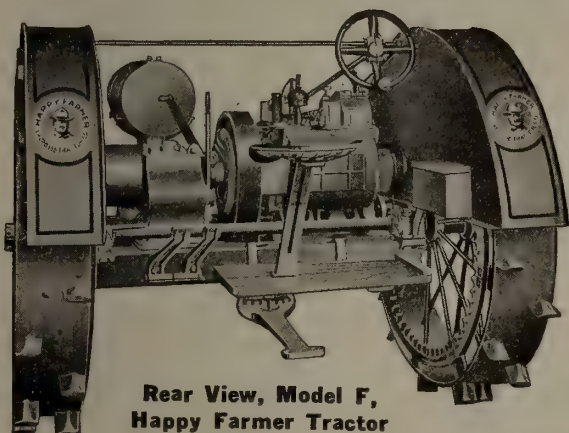
WEBSTER ELECTRIC CO.
RACINE WISCONSIN



An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.

HAPPY FARMER TRACTORS

12-24 H.P.
3-Plow Capacity



Rear View, Model F,
Happy Farmer Tractor

Sell the Tractor with the lowest plowing cost record. The Happy Farmer has fully established itself as a leader in the field.

TERRITORY GOING FAST—BETTER GET YOURS TO-DAY

High and Constant Plowing Speed. The Happy Farmer Motor, as shown, develops 2000 pounds guaranteed drawbar pull. In size, power and adaptability suited for all farm purposes. Our 1919 proposition offers you a big opportunity. Write at once.

HANDLED IN MANITOBA AND SASKATCHEWAN BY THE

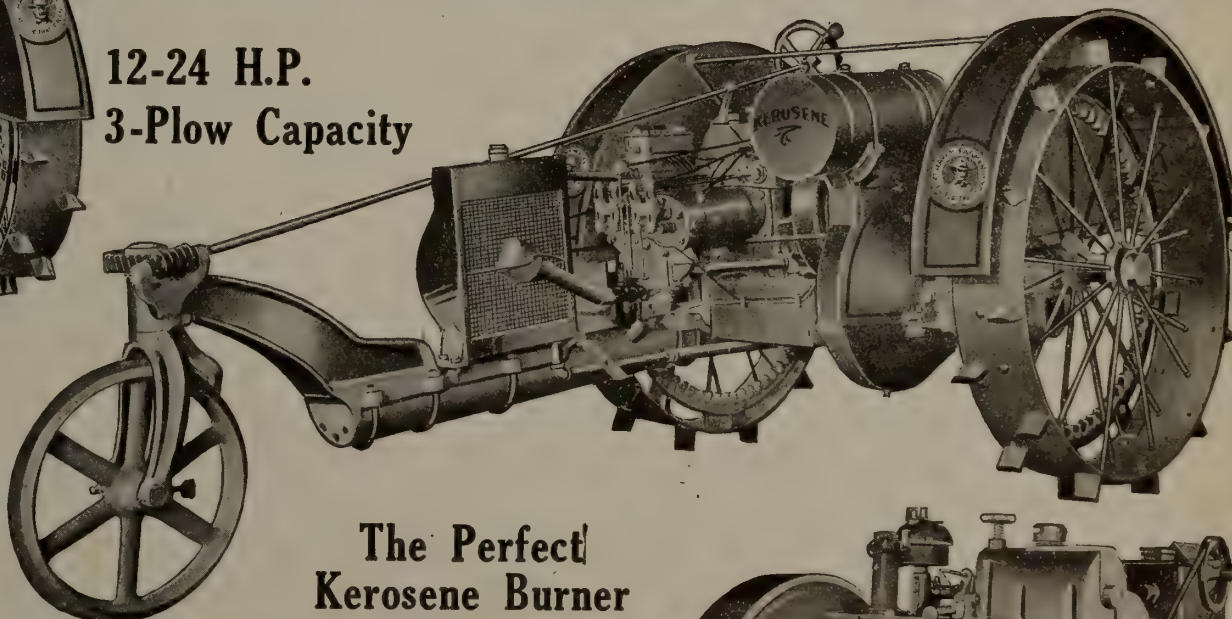
GASOLINE ENGINE & TRACTOR CO., LTD.

(Formerly GASOLINE ENGINE & SUPPLY CO., LTD.)

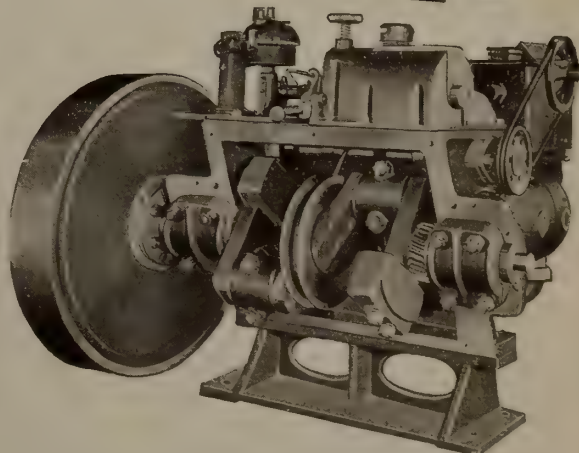
104 PRINCESS STREET

:::

WINNIPEG, MAN.



The Perfect
Kerosene Burner

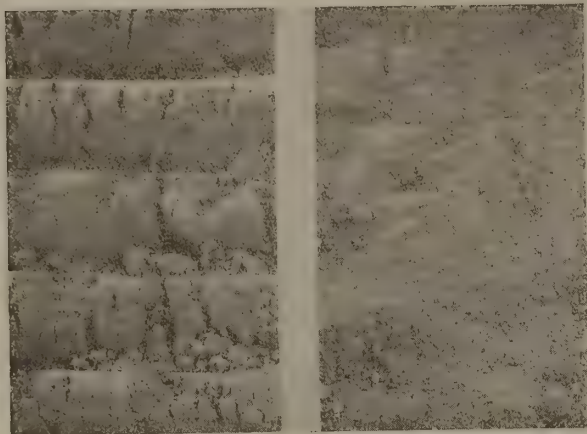


The Famous Happy Farmer Kerosene Burning Motor

DUNHAM

CULTI-PACKER

TRADE MARK REG.



The effect of a high wind on soil rolled with the Culti-Packer. Note how the soil remains in place.

Effect of the same wind on a field which was left without Culti-Packing. Note how the soil is blown away.

Retards Soil Blowing

The ridges left by the Culti-Packer are the best method yet discovered for preventing soil blowing.

Dr. W. E. Taylor, noted soil expert, said at a recent congress of farmers: "This implement gives remarkable results. Run at right angles to the prevailing wind, it prevents, in a great measure, the soil from blowing. The hollow spaces between the ridges, which are about two inches deep, contain dead air and the current of air above holds it in place and supports the edges, on the same principle that water, in a little bayou on the border of a swift stream is always still, held as it is in place by the pressure of the stream. This feature alone is of great value in windy sections.

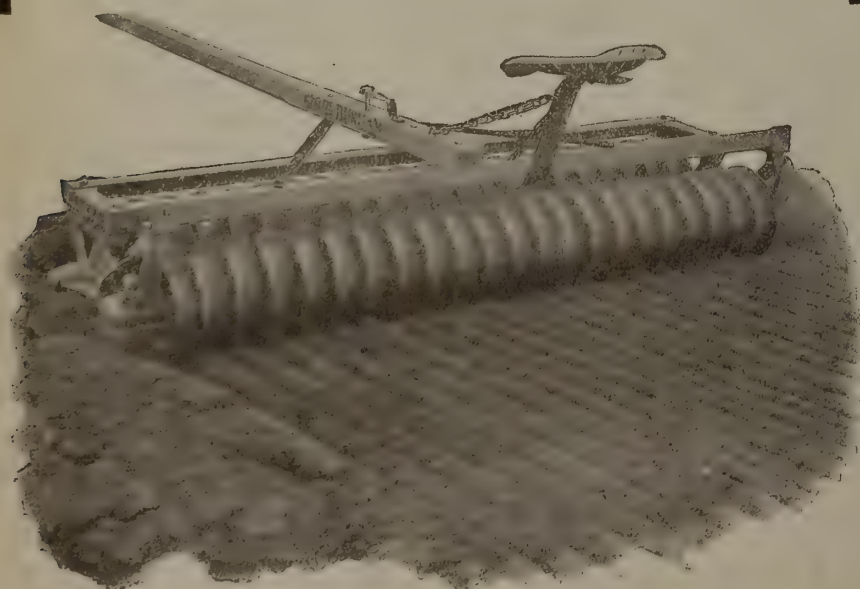
"It should always be run at right angles to the prevailing winds, so the wind will blow across the furrows or ridges.

Show the farmers in your territory how to prevent soil blowing with a CULTI-PACKER

For Sale by
JOHN DEERE PLOW CO. LTD.

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

Manufactured by
The Dunham Co., Berea, Ohio.



Moline Tractor Line Enters Canada

We recently announced the fact that J. W. Willys had secured a large interest in the business of the Moline Plow Co., Moline, Ill. Some time ago the Willys-Overland interests of Toledo, Ohio, purchased the Russell Motor Company's plant and business, at West Toronto, Ont., and now announcement is made that Willys-Overland Ltd., Toronto, will in future handle Moline-Universal Tractors and Moline-Universal Tractor Implements in the Dominion.

The contract for Moline-Universal Tractors will also cover the sale of the complete line of Moline tractor-drawn implements. These include power-lift gang plows, disc harrows, grain drills, cultivators, mowers and binders for both grain and corn. These will be handled through the "tractor division" of Willys-Overland Limited, Toronto, so that again the Moline line of farm tools enters Canada as a home Canadian proposition, offering the dealers throughout Canada the same high-grade implements that for years were so well and favorably known when the Moline Plow Company did business in the Dominion, through its branch houses in Canadian territory.

Manager Appointed

V. P. Smith has been appointed manager in charge of the entire line of Moline tractors and tractor-drawn implements, and this division of the company will be entirely separate from the present sales organization of the Willys-Overland automobile business.

Mr. Smith is well known to the Eastern Canadian farm machinery

trade. He belongs to Ontario, and commenced his business career with the Empire Cream Separator Co., for some time serving that concern at Winnipeg head-quarters. He was for a time with the Avery Company, Peoria, Ill., and latterly he was with the R. A. Lister Co. of Canada, Toronto, for which concern he established the Avery tractor line in the Eastern Canadian market. We wish for Mr. Smith every success in the important position which he now occupies.

Dealers throughout the Dominion will be interested to learn that the Moline Line has again entered the Canadian field, and that it will be handled direct from a Canadian factory—the Tractor Division of Willys-Overland Ltd., Toronto. Full particulars can be had from that organization regarding the complete Moline-Universal line.

Tractor Man Left Large Estate

Miss Gladys M. Hay, Winnipeg, has been left sole heiress to the fortune of her father, the late Robert F. Hay, vice-president of the Happy Farmer Co., Winnipeg, who died last July. Mr. Hay was also president of the Moose Mountain Lumber Company.

The will was probated recently by Judge R. H. Myers, of the surrogate court and showed that without any further provision everything was left to his only daughter. The fortune amounted to \$134,786, made up mostly of stock and real estate.

Sell "Guardsman" Double Disc 10-inch Records

(Made in England)

A Profitable Line for both
Town and Territory



The "GUARDSMAN" is made in England by British labor, capital and material. They play the same as the Columbia and Victor and are famous throughout England as a high grade record.

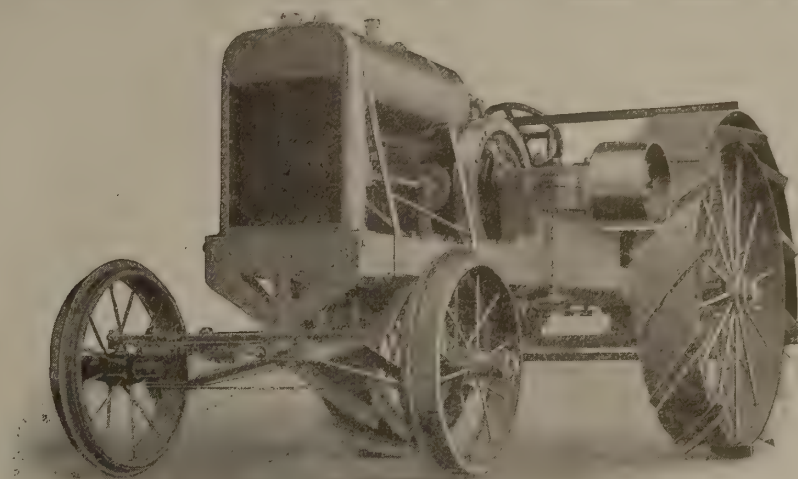
You can hear the famous Scots Guards Band of England. All the latest British Regimental Marches and Patriotic Songs. Popular American Dances and Songs. The Best Standard Overtures and Classical Selections. We have a large stock on hand.

Write at once for Catalogue and Dealers' Prices

CANADIAN DISTRIBUTORS:

The Dominion Sewing Machine & Phonograph Company
300 NOTRE DAME AVE., WINNIPEG, MAN.

We also Distribute "VIOLA" (Registered) Phonographs



Their Answer Will Be "Lots of Power"

ASK a number of farmers what they look for most in a tractor. Their answer will be "Lots of Power".

Then ask a number of Hart-Parr Dealers why New Hart-Parrs sell so fast and stay sold. They will say, "Because customers find in the New Hart-Parr abundant power for all jobs and in addition an ever ready reserve power for emergencies".

And such statements from prospects and from those who sell New Hart-Parrs mean more to you perhaps than anything else we can say.

The New HART-PARR

Specifications

POWER—Pulls three plows. 30 H.P. on belt. Tested at the last National Plowing Demonstration at Salina, Kansas, developed over 31 H.P. at 732 R.P.M.

MOTOR—2 cylinder twin, 4 cycle. Valve in head. 750 R.P.M.

TRACTOR FRAME—Cast steel, one piece. No bend, no twist.

CARBURETOR—New Dray kerosene shunt.

BEARINGS—SKF and Hyatt.

SPEEDS—Two forward; one reverse.

TRANSMISSION—Selective sliding gear.

COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.

LUBRICATION—Force fed.

The new Hart-Parrs' success is expressed by the farming public's demand for them. You want to sell a tractor for those things about it which the farmer demands.

He is demanding a tractor that has abundant power. Be able to sell him that abundant power—a New Hart-Parr.

Let us tell you more about it. Our contract is a most desirable one.

**Write today for full specifications and
our selling policy**

HART-PARR COMPANY

Founders of the Tractor Industry

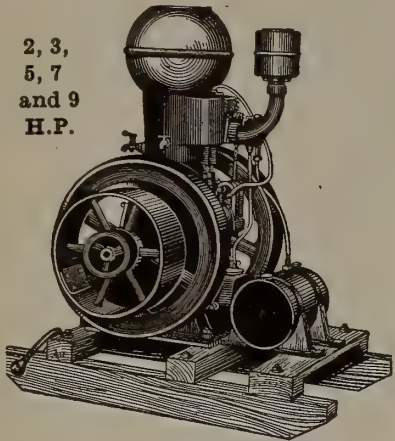
734 LAWLER ST.

CHARLES CITY, IOWA

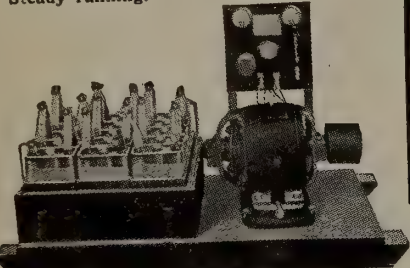
LISTER ENGINES

BRITISH BUILT—BRITISH QUALITY

2, 3,
5, 7
and 9
H.P.



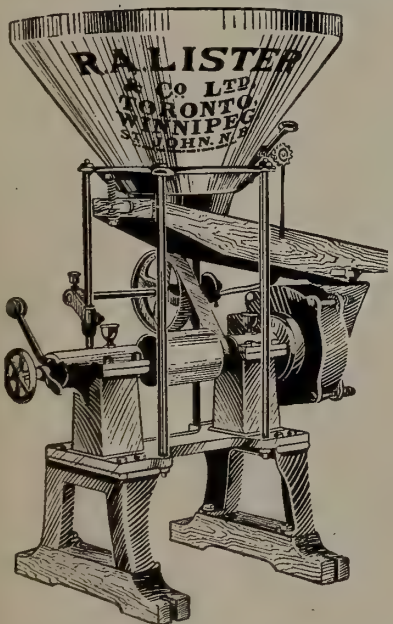
Durable, only the best materials. Shipped complete with skids. High tension ignition. Automatic fuel feed; force feed lubrication. Very low fuel consumption. Steady running.



Lister Storage Battery Electric Lighting Plants

Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in three sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

LISTER GRINDERS



Very large capacity; easy running. Fine adjustment. Strong reversible plates. Guaranteed to grind more feed on the same power than any grinder of the same size made. Sold with or without base.

OUR LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Electric Lighting Plants—Grain Grinders and Crushers, Combination Threshers, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pump Jacks, Pumps, Power Pumping Outfits, etc.

GET THE AGENCY FOR 1919

R. A. LISTER & CO.,
(CANADA) LIMITED
WINNIPEG

Toronto

Montreal

Ackland's Honor Returned Employees

On January 2nd the firm of D. Ackland and Son held a dinner at the St. Charles Hotel, Winnipeg, at which the guests of honor were three of the members of the organization who recently returned from the front. These were: Capt. C. M. Ackland, M.C., Corp. J. Jackson and Pte. Frank Hanson.

F. G. Wright, manager of the purchasing department, made an ideal chairman, and J. W. Ackland, president and general manager of the company, in a warm speech of welcome voiced the sentiments of the company in the pleasure it afforded him to pay some measure of honor to the men who had left the business to serve the Empire. The heads of the various departments of the organization were present, and representatives of the traveling staff. All briefly spoke, wel-

coming their business associates back to the organization.

The returned soldiers gave very interesting reviews of their experiences "over there," which were followed closely by the company.

A pleasant evening closed with the singing of the National Anthem.

Gigax in West

Fred W. Gigax, sales manager of the John Goodison Thresher Co., Sarnia, Ont., visited Winnipeg during the holidays. Mr. Gigax had never been in the city before, though he is well acquainted with the Canadian West. He was formerly secretary of the Rumely Products Co. and has had a long experience in the thresher field.

After visiting several firms in Winnipeg, Mr. Gigax went west to Regina and Saskatoon. He reports that the Goodison concern

anticipate a busy year. The company already have materials in hand for practically all of their anticipated demand for 1919. They will be in a position to take care of the popular demand for small size separators for light tractor use.

National Distributors in the Canadian West

The National Tractor Company, Inc., Cedar Rapids, Iowa, announce that they have completed arrangements with the Tractor Service Company, Harphill Bldg., Prince Albert, Sask. This organization are headed by Agler Bros., who have been National agents for the past year. They report that all the National tractors sold are giving good satisfaction and are standing up well to all power demands.

The Tractor Service Co. will handle the northern half of Saskatchewan, and the southern half of that province will be taken care of by the National Farm Tractor Co., Sterling Bank Bldg., Winnipeg.

Farm Equipment Actually Cheap

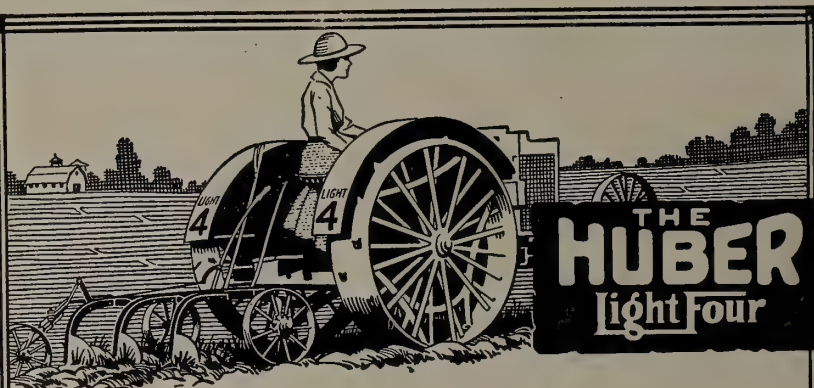
After investigating a mass of figures showing the prices paid the farmers of the United States for their produce as compared to the prices paid by them for farm implements and equipment, "Successful Farming" an influential American farm journal, tells its readers that they are well off. This magazine says:

"Farm machinery doesn't have to be bought every year if taken care of, but supposing you had bought a plow in 1909. You gave 11.6 bus. of wheat for it. If you bought another in 1914 you gave 12.2 bushels, and if you bought again in 1917 you gave but 9.7 bushels to pay for it.

"If it was a harrow you paid 11.3 bushels of wheat for it in 1909, 11.7 bushels in 1914, and 9.7 bushels in 1917. A manure spreader cost 112.6 bushels of wheat in 1909; cost 108.2 bushels in 1914, and cost 77 bushels in 1917. A mower cost 44.7 bushels in 1909; 47 bushels in 1914, and 32.32 bushels in 1917.

"Taking the figures of a separator company a certain size of a certain make could have been paid for in May, 1914, with 360 pounds of butter. In May, 1918, 255 pounds of butter would have paid for it."

Money spent and money invested are two different kinds of money. Nearly every farm machine sold is an investment for the farmer.



The Boys May Not be Back This Year

BUT just the same you can produce your biggest and most profitable crop. Your wife or your 14-year old son, on the seat of the Huber Light Four can do the work of 4 men and 12 horses—four days' work in one. You can get eight or ten days' work in one day by driving night and day.

Take advantage to the utmost of favorable weather for ploughing, seeding, harvesting. Ground well prepared—at just the right time—will add greatly to your crop.

"Our 14-year old boy and the Huber Light Four tractor ploughed 140 acres this season, doing as much work as could be done by 12 horses and 4 men at ploughing and harvesting," writes H. J. Newcomer, Bryan, Ohio.

"My wife ran the tractor to load 60 loads of hay and 70 loads of oats," writes George Blacksledge, Conduit, Ohio.

The Huber is economical. "The cost for fuel and oil has not been over half the cost of feed for horses doing the same work," writes R. L. Dickson of Chillicothe, Ills.

It "stands up" under most unfavorable soil conditions. "I am using the tractor cutting rice in fields which are partially covered with water. It will work in softer ground than even horses and mules," says E. W. McCuskey of DeWitt, Ark.

It not only furnishes economical power for the feed grinder and buzz saw and kindred work but it drives the clover huller, the small grain thresher, the corn husker, the ensilage cutter or the hay baler.

Write for the name of the dealer nearest you and for "Doing the Impossible", a booklet that tells you how to raise big crops with less labor.

THE HUBER MANUFACTURING CO.
643 Center Street
MARION, OHIO

Established over 40 years

Weight 5,000 pounds; pulls three 14" bottom plows; 12 h. p. delivered to the drawbar; 25 h. p. at the belt; Waukesha, four-cylinder motor; Perflex Radiator; Hyatt Roller Bearings; burns gasoline, kerosene or distillate; center draft; two speeds, 2½ and 4 miles per hour.



No Other Tractor Motor Has Half These Features

When you sell an Avery Tractor you offer advantages which you cannot find in any other tractor. First of all, a motor *especially* built for tractor work and *only* for Avery Tractors. The Avery Perfected Opposed Motor has more advantages for tractor work than any other power plant built.

Why We Selected an Opposed Type of Motor

It has the length which distributes the weight properly between the front and rear wheels. This means getting the right weight on rear wheels for traction and on front wheels to make them guide easy.

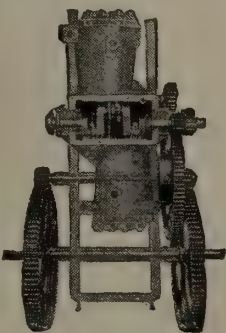
It is narrow, which makes possible a narrow tractor with less side draft in pulling plows.

It has a short crankshaft with only two bearings, which are always in perfect alignment.

It has a stronger construction and the motor shell lasts indefinitely.

It runs at low speed which requires less gears in the transmission to get proper traction speed. It makes it possible to put the belt pulley right on the end of crankshaft, which saves power, and to use a larger pulley which gets a better grip on the belt.

The Avery Opposed Motor is a draft-horse type of power plant. It delivers its power in a steady, dependable flow; does not race under light loads or kill easily on hard pulls.



How We Refined It

We built into it the heaviest crankshaft in any tractor motor.

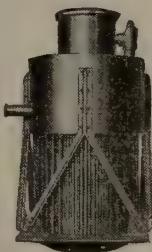


We made it a valve-in-head motor, which means economy in power and saving in fuel.

We put five rings on the pistons, which enables the motor to hold compression better, save fuel and produce more power.



We built it with a thermo-syphon cooling system which does away with fans, pumps, belts, pulleys, etc., saves the power required to drive them and eliminates trouble-making part.



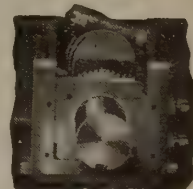
We improved it with the Avery round radiator, which is open on all sides and catches the wind from any direction.

How We Perfected It

We invented removable inner cylinder walls, which enables us to use a harder metal which wears longer and if they ever do wear can be replaced at low cost. An Avery owner does not have to buy a complete new cylinder should he score the inner wall. He simply removes the scored wall and replaces it with a new one.



We invented the Avery Gasifier, which turns kerosene, distillate, or other low-grade fuel into gas and burns it all. Low cost of operation.



We invented adjustable crankshaft boxes with which the owner can take up wear in the bearings instantly without tearing down the motor.

EVERY COMPANY,
CANADIAN AVERY CO., Limited, Winnipeg
Branches: Regina, Calgary, Saskatoon.

Iowa Street, PEORIA, ILL.
Sub-Branches at Lethbridge and Camrose

AVERY

Motor Farming, Threshing
and Road Building Machinery

Find Out If Your Territory Is Still Open

These and other special Avery features are built into all five sizes of Avery Tractors, from 8-16 h.p. up to 40-80 h.p.

When you sell the Avery Line you have the sale of five sizes of Avery Tractors, from 8-16 h.p. up to 40-80 h.p., the special 5-10 h.p. Avery Tractor, the Avery Motor Cultivator and the Avery Line of Threshers and Plows. The Avery Line of Machinery is in use in all 48 states and in 61 foreign countries.

New Truck Attachment for Canadian Field

J. D. Cullis, president of the Af-Ford-Able Motor Truck Corporation, 1207 South 20th Street, Omaha, Neb., was a recent business visitor to Winnipeg, where he announces that Western Canadian distributors will be appointed for the Af-Ford-Able attachment, which converts any Ford car into a one-ton truck.

The Omaha manufacturers of this truck attachment state that their product is in great demand, hundreds being in use in the Central States. The Af-Ford-Able truck attachment is guaranteed by the company to transform any Ford into a guaranteed one-ton truck, adaptable to either town or country use, and for any purpose within its capacity. The attachment comprises a heavy steel frame, over nine feet long, which extends from the dash back 3½ feet beyond the regular Ford

frame. This frame bolts to the top of the Ford frame, the brackets fitting the body holes so that no drilling is necessary. This gives the body a solid base and is claimed to strengthen the entire frame of the car and increase the life of the parts. The attachment has large area bearings which are inside the hubs and rotate outside the rear axle housing of the Ford. This gives a double set of bearings and takes the weight and strain off the Ford bearings and axle shaft. The Af-Ford-Able wheels, which are part of attachment, are of strong, seasoned hickory, with 14 short square spokes. In the hubs heavy ball bearings fit the outside of the Ford hub housing, giving a strong and frictionless drive. The attachment provides a strong brace that extends across the axle housing, clamped in the middle and at ends. This makes the entire axle rigid, says the manufac-

turers, and with the ball bearings provides a full floating rear axle.

The manufacturers claim that the Af-Ford-Able truck unit can be attached to any Ford in two hours without drilling or disturbing the construction of the car. The complete cost of the unit is said to be only about one-tenth of what the customer would pay for a truck of the same capacity as the converted Ford. This attachment should be in good demand in the country districts and in towns as well. The farmer is alive to the value of the motor truck, and by means of the Af-Ford-Able attachment can utilize either an old car as a permanent truck or convert his pleasure car at will. Interested dealers can obtain full particulars from the manufacturers regarding their attachment.

A New Shinn Book

The Shinn system of lightning prevention is fully dealt with in a handsome book recently issued by the W. C. Shinn Mfg. Co., Chicago, whose product in the Canadian West is sold by the Cushman organization.

The Shinn-Flat cable is woven in a continuous ribbon like form, and is installed directly to the outer surface or concealed underneath the side of buildings, being held in place by heavy copper clips. This system of protection now protects over 200,000 buildings in the United States alone. The company state that it has great strength, and is much more effective in controlling an electrical discharge because of its greater conducting surface. The great problem of any conductor is to hold the flow of electricity and to prevent its loss by a side flash.

An electric "sideflash" is the tendency of electricity to jump from one conductor to another when the first conductor is carrying a heavy charge of current, and

to find its way partially through other conductors which if not grounded, or if of a higher degree of resistance may result in damage to the building.

The efficiency of a conductor in preventing a "sideflash" is determined to a large extent by its width and outer surface measurement.

Shinn-Flat conductors are one-inch wide, or twice as wide as the diameter of any of the old style round cables. On this ground the company shows by illustration and descriptive matter the great efficiency of the flat conductor in efficiently protecting a building. This interesting book can be had through the Western distributors for the company, the Cushman Motor Works of Canada, Winnipeg.

The Dealer's Overhead

At the recent convention of the Michigan Implement Dealers Association, A. R. Glass gave an interesting address on better book-keeping methods. In his speech Mr. Glass brought out the feature that on the average the overhead expense in selling implements at retail in Michigan is 17.44 of the total sales; divided as follows:

Wages, 9.41 per cent; rent, 2.12 per cent; advertising, 1.22 per cent; insurance and taxes, 1.04 per cent; light, heat and power, .51 per cent; delivery expense, 1.06 per cent; supplies, .42 per cent; depreciation and shrinkage, .62 per cent; bad accounts, .33 per cent; general expense, .71 per cent.

Winter Wheat Area in U.S.

The U.S. Dept. of Agriculture, from reports of its agents; during December issued a record winter wheat report for that country. This statement shows the largest area of winter wheat ever sown in the States, and reports an exceptionally high condition, the acreage being given as 49,027,000 acres, compared with 42,301,000 acres, the revised estimated area sown in 1917, and the condition on December 1 reported being 98.5, compared with 79.3 on December 1, 1917, and 88.2 the ten-year average. These conditions are so much above the average that only deterioration is to be anticipated during the winter months, and the question is how much loss will the winter bring to the crop.

Edison isn't an implement man exactly, but he has spent most of his life doing the apparently impossible.

JUMBO GASOLINE ENGINES

1½, 2½, 4½ and 6 H.P.



Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. You can't sell a better engine. Ask for our prices.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Handle the "Jumbo" Line During 1919

Manufactured by **Nelson Brothers Company**
SAGINAW, MICH., U.S.A.

Western Canadian Jobbers

Tudhope-Anderson Co., Ltd.

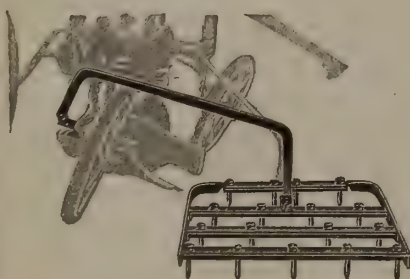
WINNIPEG REGINA SASKATOON CALGARY

PLOW HARROWS—MULCHER PACKERS

The only implements that permit double work at one operation. They prepare an immediate seed bed while plowing is being done—thus conserving the moisture and preventing soil drifting. Seager Wheeler is among the many successful farmers who use and recommend our machines. They save the crop in the dry season, and no farmer should be without them.

DEALERS

Will find a wide market for these lines. Each machine sells others. Back of our advertising stands quality and service—creating, holding, and widening our trade. Write for agency.

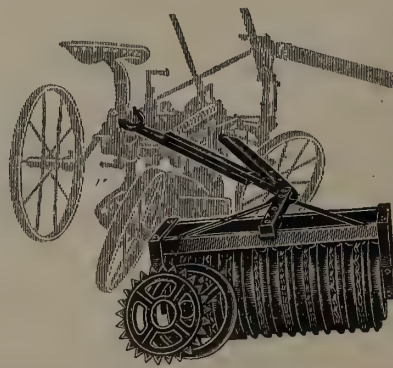


HARROW READY FOR OPERATION

CHRISTIANSEN IMPLEMENTS LIMITED

303 Owena St.

WINNIPEG



MULCHER PACKER



Another Step Ahead

We are taking another step ahead in introducing the new "ACME" Disc Harrow. It has all the best features of standard disc harrow construction combined with valuable improvements found only on the "ACME." Farmers have long known the sterling merits of the "ACME" Pulverizing Harrow. They will have confidence in the new

"ACME" Disc Harrow

Offset gangs do away with the troublesome middle ridge or "comb". Pressure springs keep the gangs working at uniform depth on uneven ground. The draft is light. Specially formed discs reduce resistance. The direct thrust of the discs is taken up on ball bearings instead of cast bumpers. Fore trucks may be exchanged for a tongue, or both may be used in combination if desired. Made in 8 sizes.

.. WRITE FOR CIRCULAR ..
AND DEALER PROPOSITION

DUANE H. NASH INC.

107 ELM STREET

MILLINGTON, N. J.

GENERAL AGENTS:

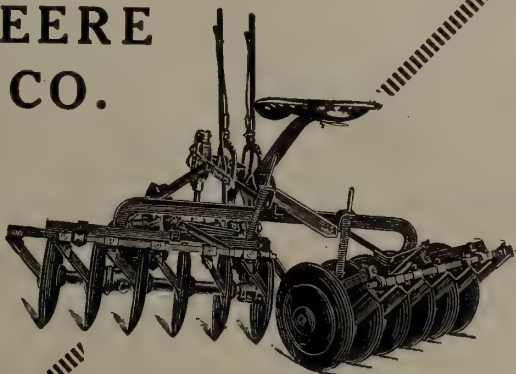
**JOHN DEERE
PLOW CO.**

WINNIPEG

REGINA

CALGARY

SASKATOON



"ACME" DISC HARROW

Offset gangs prevent middle ridge—cut all the surface

J. I. CASE PLOWS



The Features That Farmers Want

This famous J. I. Case Tractor Plow is a big seller, first because it embodies the mechanical features that farmers want. Second because these features are powerfully capitalized in National Advertising which sells the farmer.

Extreme light draft is one feature. The "drag" of furrow bottom and landside pressure is eliminated in this plow. It rides on its three wheels like a wheeled vehicle—instead of dragging like a stone boat.

It has a simple, sturdy, power lift; is easily handled from tractor seat; enters and leaves the ground instantly, point first, like a walking plow.

It permits turning more acres per day and plowing deeper—with less fuel, labor and repair expense. It makes the tractor a better investment.

If you are not yet a member of the great J. I. Case Dealer Family, your correspondence is invited.

**J. I. CASE
PLOW WORKS**

243 West Water St.
Racine, Wisc., U.S.A.



Harold McCormick Now President of Harvester Organization

On December 26th, 1918, Cyrus H. McCormick retired from the presidency of the International Harvester Company, which he had held since the organization of the company in 1902. He was at once elected chairman of the board of directors, and at the same meeting the directors chose his brother, Harold F. McCormick, to succeed him as president.

This change had long been contemplated and desired by the retiring president. In a statement to the public, made on the day this action was taken, he said that he would have insisted upon it several years ago but for the government suit against the company. While that litigation was in the courts he did not deem it proper to seek any transfer of the obliga-



HAROLD F. McCORMICK
New President International Harvester Company

tions and responsibilities of his office.

He also pointed out that he had been in the harness continuously for thirty-four years—sixteen years as official head of the Harvester Company and eighteen years before that as president of the McCormick Company—and felt that, with the government suit disposed of, he was well justified in passing along to his brother the duties of the presidency.

The new president, Harold F. McCormick, like his brother, has grown up in the harvester business. When he was graduated from Princeton in 1895 he returned to Chicago and entered on his apprenticeship with the McCormick Company. After working through the various departments, with special attention to the sales end, he became the company's general agent at Council Bluffs,

Iowa, where he remained for about two years. Upon the formation of the International Harvester Company he became vice-president, actively filling that office until he succeeded his brother as president. From 1906 to 1916 he was also treasurer.

It was made clear in statements by both the Messrs. McCormick that there would be no change in the close relationship of team work that has existed between them from the beginning of the Harvester Company. Both said they felt that there would be need for all the resources of the Harvester organization, including their own best efforts, in preparing to deal with the business problems of the period of reconstruction, especially the problems of rebuilding and reorganizing the Harvester Company's trade in the countries directly affected by the war.

A New Organization

Notice is given in the Manitoba Gazette of the grant of letters patent to a company to be known as the Happy Farmer Tractor Company, Limited. The company is formed for the purpose of trading in tractors, engines, plows, etc. Among the people interested are: John Morrison, A. D. Sproule, Charlotte A. Bowie, and Eva Goodwin and W. F. Hull, barrister. The chief place of business is to be Winnipeg, and the total capital stock of the business is given as \$30,000.

Hail Insurance in Saskatchewan in 1918

Companies writing hail insurance business in Saskatchewan, exclusive of the Municipal Hail Insurance Association, enjoyed a premium income of \$2,116,330 last year, with losses of \$772,767, the loss ratio being as reported 36.51 according to a statement recently issued by the Superintendent of Insurance, Mr. A. E. Fisher.

A comparative statement regarding the hail business shows that in 1918 there was a falling off in the amount of hail premiums due largely to the condition of the crop in the western part of the province. The early frost of July 23 and 24 resulted in the cancellation of many contracts, which had an appreciable effect on the income of the companies. In all 24,556 policies were issued by the companies in 1918, the cancellations totalling 567 in number.

In the past nine years the highest hail loss in the province was in 1916, with a total in losses of \$1,872,408. The highest premium income was \$2,409,746, in 1917.



The Practical, Economical Tractor

There can be no room for doubt regarding the productive value and economy of Hamilton Gear Tractors.

Hamilton Gear Tractors have proven their ability to meet all conditions under which they must operate and never fail to give service every working day.

Conscious of their accomplishments and convinced by practical demonstrations that these tractors meet every need, we have no hesitation in saying that Hamilton Gear Tractors are the best tractors on the market to-day.

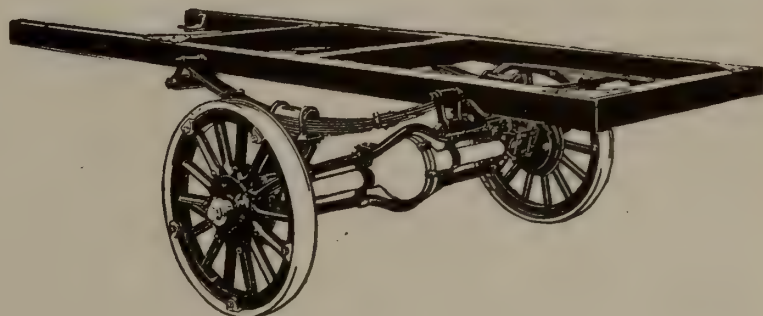
The many exclusive features of Hamilton Gear Tractors place them in a class by themselves. Other tractors may work. Hamilton Gear Tractors pay for themselves by giving consistent service.

Dealers everywhere should convince themselves of the practicability and durability of these tractors.

**HAMILTON GEAR
& MACHINE CO.**

Toronto - - Ontario

A Live Proposition
for
Good, Live Dealers



The
Af-Ford-Able
Attachment

Converts a Ford into a
GUARANTEED 1-TON TRUCK

Nothing on the market to equal it for hauling capacity,
economy and quick delivery, at anything like its price.

The AFFORDABLE can be attached to any Ford chassis in less than two hours' time. There are no holes to bore—simply putting on bolts and nuts. Complete set of directions accompany each unit. Each AFFORDABLE Attachment is completely tested before leaving the factory and fits the standard Ford chassis to the letter.

The AFFORDABLE is made of the finest materials the market affords. Wheels are of Giant Strength, made from sturdy seasoned hickory, with fourteen heavy spokes, the maximum used on any truck, adjusted to the large Affordable hub. Extra large ball bearings, fitted into the Affordable hub and revolving outside the Ford axle housing, make the wheels roll with baby carriage simplicity. Extra heavy bracing on the rear axle takes away all binding and strain and gives a full floating rear axle to a one-ton capacity. Your customers will get Speed with Service with the Affordable Truck.

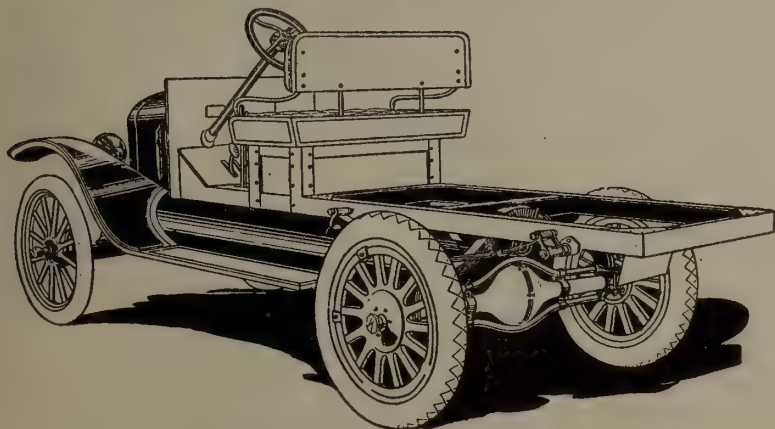
The AFFORDABLE is a money-maker for the dealers—a money-saver for its users. Get your customers to cut down delivery cost the "Affordable Way." No big overhead in buying an Affordable.

A Factory Guarantee goes with each attachment for a period of one year for a capacity up to one ton.

\$245⁰⁰

F.O.B. Winnipeg

Write TO-DAY for our Dealer Proposition in detail



Note the heavy reinforced rear axle

**Affordable
Motor Truck
Corporation**

Executive Offices: 2061 Farnam Street
Factory: Twentieth and Pierce Streets

Omaha

Nebraska, U.S.A.

Sells
For

The Avery C.O.D. Repair System

In these times the profitable handling of repair parts is a feature of interest to every dealer. Because of the interest at present evinced in this subject, the publicity department of the Avery Company, Peoria, Ill., have issued an article dealing with their repair system. This interesting review says:

"The Avery method of handling their repairs on a C.O.D. basis is, we believe, unlike any other. It not only results in economy, which in turn makes possible lower users' prices on repairs and higher dealers' discounts, but it eliminates the friction and dissatisfaction arising out of the C.O.D. method ordinarily used.

"In the first place, the Avery Company pays all return charges

on remittances, and hence there is no extra cost to the dealer.

"In the second place, we do not send small items under 50c. C. O. D. instead, we simply record these on the ledger and if not paid, write them off.

"In the third place, the Avery Company has adopted the C.O.D. method universally with all dealers, whether they hold Avery contracts or not, so that there is no reflection whatever on the credit of any dealer. Furthermore, since tractors are shipped on a C.O.D. basis there is certainly no reason why the shipment of repairs, C.O.D., which covers very much smaller amounts, is any reflection whatever on any dealer's credit.

"In the fourth place, we have now worked out a plan whereby any parts returned for credit because of error in shipment or be-

cause of claims for defects, will be remitted for at once by check to the dealer without delay. And if any dealer is not satisfied with this prompt settlement he is at liberty to send parts shipped in error back C.O.D. We will not only make prompt remittance by check, but by this plan, save additional office work. We will have, in fact, only three operations whereas before we had seven.

"There is also a great saving in office expense in shipping repairs C.O.D. We have eliminated six out of nine operations in making shipments as well as the four out of seven operations saved in making refunds for returned goods.

"This great saving in expense, together with the elimination of all credit losses which are impossible to prevent even with the

most careful handling by a credit manager under the open account method, have made it possible for the Avery Company to make lower prices to users and higher discount to dealers and to eliminate a lot of dissatisfaction and friction.

"Summed up, these are the advantages to a dealer, under the Avery C.O.D. method.

"First, the price on Avery repairs is less to users, which is a big advantage to a dealer as a sales argument, and eliminates constant friction over high repair prices after a machine is sold.

"In the second place, the higher discount to dealers increases their profits.

"In the third place, the fact that repairs are shipped to a dealer C.O.D. gives a dealer the finest opportunity imaginable to put up a sign and announce that all repairs are cash and thus eliminate his own bookkeeping expense and losses on unsettled accounts in handling the repair business.

"In the fourth place, a dealer can have shipments sent to any customer at any point C.O.D. at list price and have no expense of handling the order and no account on his books—no trouble, in fact, except placing the order and depositing his commission check. The Avery Company will ship any or all repairs direct to users at list prices when so instructed by the dealer.

"Prior to adopting the C.O.D. method, we had for many years handled our repair business on open accounts, and apparently did not succeed in satisfying anyone. Users were dissatisfied because they claimed the prices of repairs were too high; dealers were dissatisfied because they thought they did not get enough discount and because there was constant friction in settlement of accounts, the system was unsatisfactory to the company also because of the dissatisfaction of the user and the dealer and because of the expense and losses in collecting accounts.

"Since adopting the Avery C.O.D. method we have been enabled to reduce the price to the user and increase the discount to the dealer. We are enabled to do this because of the savings effected in the expense of handling and in losses over the former open account method, which savings we are turning back to Avery users and Avery dealers.

"The C.O.D. system as worked out by the Avery Company, eliminates an enormous amount of waste and friction and is, we believe, the most satisfactory method of handling the repair business to everyone concerned."

LOOK FOR



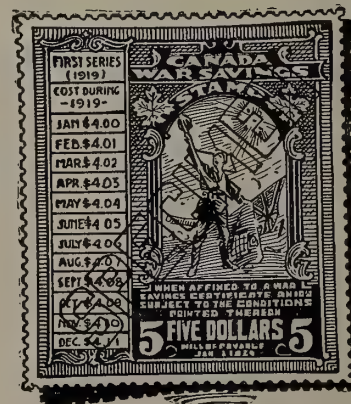
THIS SIGN

Canadian Government

War-Savings Stamps

THE Canadian Government will pay \$5.00 each for War-Savings Stamps you own on January 1st, 1924. You can buy these stamps until January 31st, 1919, for \$4.00; the purchase price then increases one cent each month.

Buy W.-S. S. at Money-Order Post Offices, Banks, and wherever you see the above sign displayed. Place your stamps on the Certificate provided.



\$5.00 for \$4.00

THE CERTIFICATE

The Certificate is a pocket sized folder containing 10 spaces upon which to affix W.-S. S. It costs you nothing, and as soon as you have filled one, you are entitled to another. Fill in your name and address in spaces provided.

SURRENDER VALUE

If circumstances compel you to realize on your investment, your money is available. The cash surrender value of the stamps at various dates will be found on the back of the certificate. It is very desirable that War-Savings Stamps should be purchased regularly.

REGISTRATION AGAINST LOSS

A certificate with one or more W.-S. S. thereon will be registered for you without charge at any Money-Order Post Office. This protects the owner in case such certificate is lost, stolen or destroyed, when on application at the Post Office where certificate was registered, your money will be refunded.

THE THRIFT STAMP

In order to make it easier to acquire W.-S. S., you can buy THRIFT Stamps of the value of 25 cents each. These do not earn interest, but 16 of them affixed to a Thrift Card are exchangeable for a W.-S. S. Every man, woman and child should be saving for stamps, as a personal as well as a patriotic duty.

\$5.00 for \$4.00

Drawbar Pull is what Counts

Your customers want power, steady maximum power at the drawbar. Don't decide upon a tractor until you consider well that the "LITTLE GIANT" develops 3,500 pounds, at plowing speed—equal to the pull exerted by 12 to 14 Big Horses.

"LITTLE GIANT" ALL STEEL TRACTORS

STUDY THESE SPECIFICATIONS:

POWER—Belt, 22; drawbar, 16. Conservative under-rating.
PULL IN POUNDS—Low, 5000 lbs. Intermediate, $2\frac{3}{4}$ m.p.h., 3200 lbs.; 3 m.p.h., 2500. High, 1750 lbs. Reverse, 5000 lbs. These are very conservative figures.
SPEEDS—Low, $1\frac{1}{2}$ m.p.h. Intermediate, either $2\frac{3}{4}$ or 3 m.p.h. High, 6 m.p.h.
MOTOR—Four cyl. vertical, L-head, cast in pairs, $4\frac{1}{2} \times 5$ inch.
POWER UNIT—Complete. Consisting of belt pulley, magneto, governor, gear housing, motor, flywheel, clutch housing, transmission gear housing, differential gear housing, and full floating rear drive axles. **ALL DIRT AND DUST-PROOF.**
BEARINGS—29 sets anti-friction Hyatt, roller and ball bearings. Plain bearings where used are of high grade, brass-backed babbitt. 95 per cent Tin. More anti-friction bearings than in any other tractor.
FUEL—Kerosene. **SUPERHEATED STEAM** used for fuel mixture instead of cold water, giving maximum power on minimum fuel consumption under all weather conditions. Saves 10 per cent to 25 per cent in operating costs over any other tractor. Also uses gasoline and distillate.
CARBURETOR—Kingston, gravity feed from fuel tank.
IGNITION—K-W high tension magneto, with impulse starter.
OILING SYSTEM—Motor, combination force feed and splash. Transmission grease for other parts.
COOLING SYSTEM—Centrifugal pump and cellular type radiator; 11,700 sq. inches cooling surface.
DRAWBAR—Equipped with **LARGE COIL SPRING SHOCK ABSORBER**, preventing damage to tractor or implement from jerks.
FRAME—High grade channel steel, hot riveted. **THREE-POINT SPRING SUSPENSION.** Gears and shafts, high tensile alloy steel.
WHEELS—Drive, 54×14 ; front, 30×5 . Extension rims if required.
WEIGHT—5200 lbs.

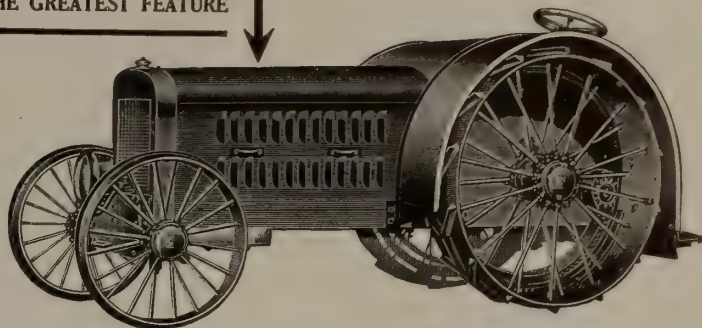
"Little Giant" Tractors are mounted on
Three-point Spring Suspension

Note the wonderful flexibility and rigidity of the frame. Design eliminates all strain, and gives great durability.

WITH LACK OF VIBRATION THE GREATEST FEATURE

16-22 H.P.

3 to 4 Plow Capacity



Now is the Time to Secure Territory

Your Tractor business this year will depend upon the tractor you handle. Give your trade a **REAL** Tractor. The "Little Giant" is the only tractor that delivers 76 per cent of its power to the drawbar. Others deliver only 40 to 50 per cent. Quality construction, economy in operation, excess strength and wonderful power makes the "Little Giant" the leader in its class. Write us for complete specifications.

TERRITORY IS NOW BEING ALLOTTED TO DEALERS

MANUFACTURED BY

"LITTLE GIANT" COMPANY, MANKATO, MINN., U.S.A.

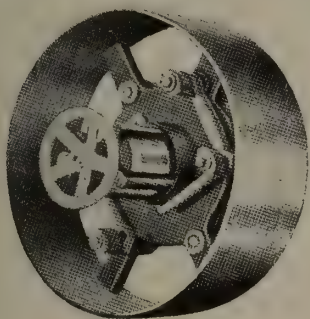
(For 42 Years Makers of "Little Giant" Power Hammers)

Western Canadian Distributors:

N. J. DINNEN & CO., LTD.

WINNIPEG, MAN.

MADE IN
CANADA



MADE IN
CANADA

BERNARD'S DOUBLE FRICTION PULLEY FOR GAS, GASOLINE AND OIL ENGINES

Powerful, well built, easy to attach to engine and simple to operate.

Now is the time to make arrangements for your next season's requirements.

Give the "Bernard's" a trial this year

It is worth consideration.

DEALERS: CATALOG AND FULL PARTICULARS
ARE YOURS FOR THE ASKING

The A. Bernard Industrial Co.

Manufacturers of High-Grade
Power Transmission Appliances

Office & Works: FORTIERVILLE, QUEBEC, CAN.

EMERSON Wild Oat SEPARATORS



THE THREE SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Made in Two Sizes—3 and 6—Shoe

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and save ALL THE WHEAT.

A machine that ensures your customers perfect seed grain and increased yields. Its action and efficiency are duplicated by no other mill. Write for contract and full particulars. We fill orders on the day they are received.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.

The Case 15-27 Kerosene Tractor

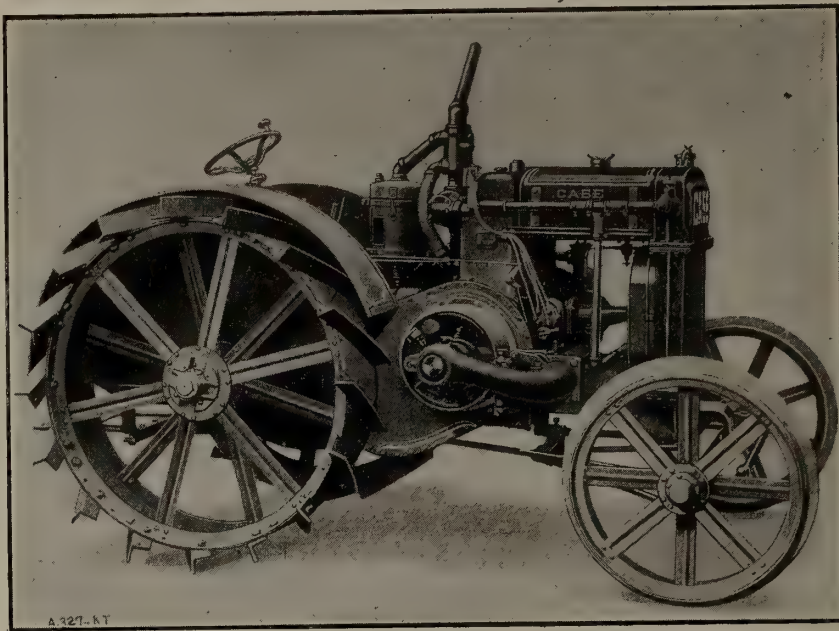
The J. I. Case Threshing Machine Co., Racine, Wis., have now placed upon the market their latest addition to the tractor field—a medium-sized tractor rated at 15-27 h.p. This tractor, which is designed along the same general lines as the Case 10-18, is stated to be strong and durable, with the Case compactness inseparable from this make of tractor. Its overall length is 127 inches and its width 68 inches. The shipping weight is 5600 lbs. The company claim that the light weight of the Case 15-27 makes it particularly adaptable for discing, harrowing, seeding, as well as plowing under unfavorable field conditions where some other tractors fail.

The rating of the 15-27 is only 80 per cent of the actual power, this size of Case tractor can de-

velop, say the manufacturers, as it was desired to have liberal reserve power.

As regards capacity, the new 15-27 will pull three 14-inch plows in tough sod, baked soils and on reasonable grades. Under favorable conditions it will handle four

built of ¼-inch plate for tires, reinforced by angle iron felloes to which are riveted twelve spokes 3/16-inch thick by 3½ inches wide. As will be noticed from the illustration, the angle grouters extend six inches beyond the outer edge of the tires. Inverted angle iron, grouters and spade lugs are also supplied if required, while extension rims with an 8-



The Case 15-27 Tractor, a Development of the Case 10-18

plows. On the belt it will drive a Case thresher with feeder and windstacker. From its design it is particularly adapted for doing a variety of field and belt jobs with remarkable economy. The tractor is fitted with two forward speeds, 2¼ and 3½ miles per hour. This is advantageous for haulage work of any nature.

The drive wheels have had special attention in design. They are 55 by 12-inch face and are

inch face can be had if necessary.

The main frame is a one-piece casting, and is machined to act as the lower half of crank case, also housing the transmission, rear axle and bull pinion shaft. By this rigid and solid frame it is said that it is absolutely impossible for the bearings to slip or to get out of alignment. All unnecessary weight has been eliminated but quality and strength plus flexibility and

power are the dominating features in the design of this latest addition to the Case family.

The motor of the 15-27 is especially built for hard usage and will develop more power than the rating. It burns kerosene and has been specially designed for this fuel. The motor is of the four-cylinder four-cycle type with 4½ bore by 6-inch stroke. All parts are very accessible.

The motor is set crosswise upon the one-piece main frame, thus permitting the use of spur gears throughout and allowing the belt pulley to be mounted directly on the crank shaft. The removable cylinder head affords ready access to the valves and pistons and a cover over the valve mechanism is quickly removable.

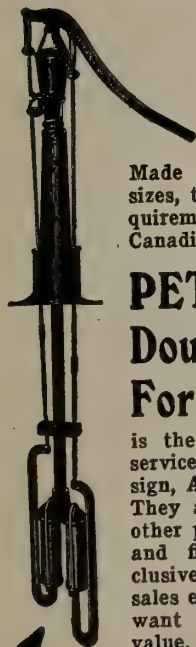
A feature of great importance is the cylinder barrels, which are removable. A worn or scored cylinder barrel can be replaced. It is not necessary to get an entirely new cylinder block. Dealers will appreciate this design.

The main bearings for the crankshaft are bronze backed babbitt contained in the frame casting. Two large hand holes are provided, through which adjustments to the crankshaft bearings can be made. There are three main bearings for the crankshaft, with a total bearing surface of 12½ inches.

The motor is lubricated by means of a combination force feed and splash system. The pump is of the plunger type and the oil reservoir is of heavy gauge steel with parts spot welded. Ignition is by a dust-proof high-tension magneto, which is equipped with an impulse starter coupling. No batteries are necessary when starting. The wires from the magneto to the spark plugs are heat, oil and weather proof.

An efficient air washer assures the prevention of dust, dirt or grit entering the motor through the carburetor. This special air

PETERS PUMPS



Gives More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters' Pump
Proposition
for 1919

ALWAYS
DELIVER
THE WATER

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Racine, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

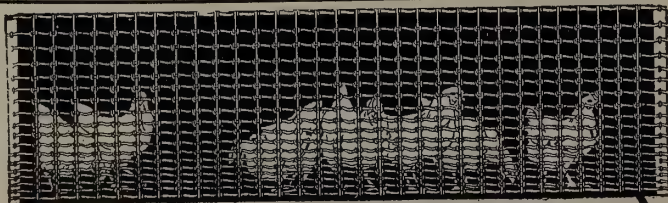
PLOW SHARES



DEALERS:

Write for
Prices and Terms

LARGE STOCK PROMPT SHIPMENTS
THE JOHN F. McGEE CO. Winnipeg, Man.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising. The Banwell-Hoxie Wire Fence Co., Ltd. Winnipeg Man. Hamilton, Ont.



PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607

19-6th Street Brandon, Man.

washer is of Case design, the air passing through screens of water. This prevention is important in giving long life to the motor.

In a kerosene tractor the temperature of the motor is important, as kerosene will not form an explosive mixture with air at as low a temperature as gasoline. In the Case 15-27 the Sylphon thermostat overcomes this difficulty by preventing circulation of the water through the radiator when

post as soon as demobilized. This step affects 4,700 former International Harvester employees, who will be reinstated with all the advantages of pensions and profit-sharing just as if they had been continuously employed. With each personal request the company sent a Christmas parcel.

Great Increase in Potato Crop

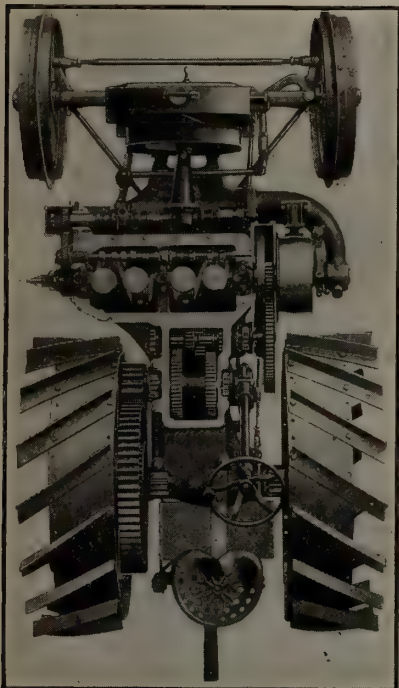
This year there should be a remarkable impetus given to the sale of potato machinery in the Dominion, if we are to judge by Canada's potato crop for 1918. In that year 735,192 acres were in potatoes. The average yield per

acre was 143½ bushels, and the total yield for Canada 105,579,700 bushels. At an average value of 98 cents per bushel, this crop is valued at \$103,636,100. In 1917 the total yield was only 79,892,000 bushels with a value of \$80,804,400.

A revised estimate of the Canadian potato crop shows an exportable surplus in six provinces of 28,433,000 bushels over all requirements for domestic use and seeding. Alberta, Saskatchewan, and Ontario have no surplus. Early frosts and prolonged drought reduced the yield below normal in those provinces. On the contrary,

Quebec, New Brunswick, and Manitoba shows a remarkable surplus of 24,500,000 bushels. The balance of 3,933,000 bushels is in Prince Edward Island, Nova Scotia, and British Columbia.

Potatoes now form about 25 per cent of the food of European and English speaking people. Last year Canada had the greatest potato crop in her history. The signs of the times seem to indicate that the cultivation of potatoes in all suitable countries will tend to increase, and the outlook for makers of potato planters, diggers and sorters can therefore be very optimistic.



Transmission System, Case 15-27

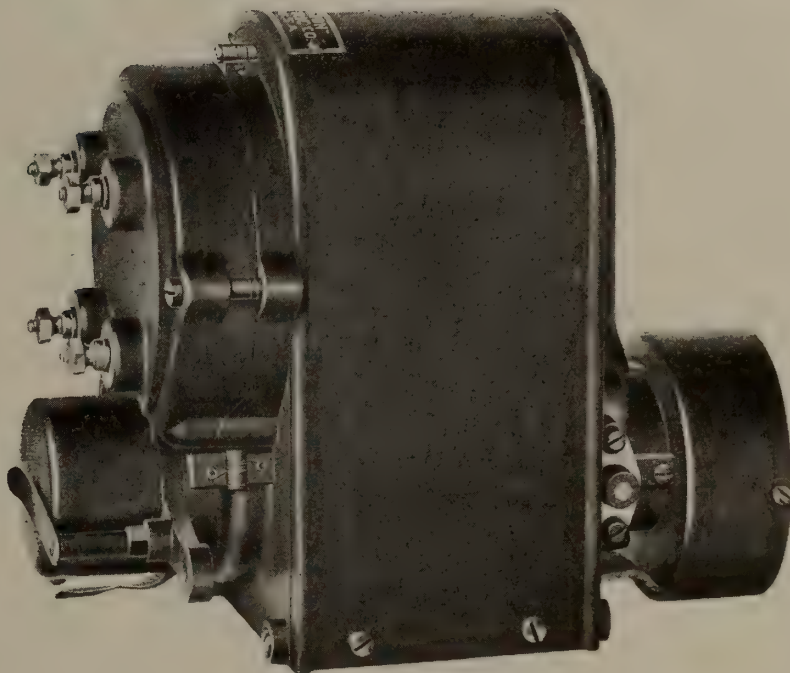
the motor is starting. As soon as it has warmed up to a temperature of 160 or 180 degrees, a valve in the thermostat apparatus opens and allows circulation through the radiator, which is of sufficient size to prevent overheating of the motor when doing heavy work. Thus an even temperature is maintained at all times so that the maximum power may be obtained.

The top view of the Case 15-27 will give a good idea of the transmission system. As will be seen, there are no bevel gears—all gearing is of the spur type. All gears are steel, machine cut and hardened. They are enclosed in dust-proof casings and run in oil. By removing the housing cover, all transmission gears are easily reached. A study of the photograph will show the many sets of Hyatt roller bearings used to ensure every available ounce of power going to the heavy trussed drawbar. Interested dealers can obtain full particulars of the 15-27 by writing the nearest branch of the Case organization.

International Wants Men Back

With peace the International Harvester Co. has taken the lead among big employers of labor in sending direct requests to its men in the army to return to their old

KINGSTON MAGNETOS



The KINGSTON magneto is a true, self-contained, staunchly constructed ignition device, fully up to the high standard of all KINGSTON products.

The new KINGSTON has met with instant success throughout the market. It is water-proof and dust-proof, ruggedly built, designed expressly for the heavy stresses of tractor service. It is in every way a better magneto.

The KINGSTON carries the famous impulse starter. It is positive of action, and is built for wear.

The most efficient tractors are KINGSTON equipped.

KOKOMO ELECTRIC CO.

KOKOMO, INDIANA, U.S.A.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

P. W., Sask.—The following concerns can supply you with particulars of motor trucks for farm use from one to five ton capacity: International Harvester Co., Regina; Grace Motors Ltd., 501 Union Trust Bldg., Winnipeg; Jos. Maw & Co., Winnipeg; Canadian Pneumatic Tool Co., Montreal, and the Clinton Motor Car Co., Windsor, Ont.

K. E. W., Sask.—"Big Chief" engines were formerly sold by the Harmer Implement Co., Winnipeg. They are no longer handled in this territory. You can obtain repairs from the manufacturers, The Fuller & Johnson Co., Madison, Wis.

J. P., Man.—Repairs for the Owens immersion smut pickler can be had from

the Cushman Motor Works of Canada, Winnipeg.

K. McA., Man.—For different sizes of electric lighting plants for farm use, enquire from the following concerns: R. A. Lister & Co., Winnipeg; The Cushman Motor Works of Canada, Winnipeg and Robinson-Alamo Ltd., Winnipeg.

W. Bros., Sask.—So far as we know, there is no power attachment made to fit a 1912 Russell-Knight car. These attachments usually fit the Ford, Maxwell and Dodge cars. Grace Motors Ltd., 501 Union Trust Bldg., Winnipeg, handle a rear drive power attachment which suits any make of car.

M. O., Man.—A three horse steam engine for a motor boat is we believe, far from economical. Ask The Canadian Fairbanks-Morse Co., Winnipeg, or The Gray Motor Co., Detroit, Mich., for particulars of their internal combustion motor boat engines.

A. J. R., Sask.—We regret that we cannot locate the maker of the land packer from dimensions of the boxing given. There should be some identification mark on the packer castings. Ask the customer to look carefully for these, and from them we may trace the makers.

H. C. F., Alta.—Disc harrow parts D341, D243 and H355 are for a disc harrow made by the B. F. Avery & Sons Co., Louisville, Ky. Write factory direct for repairs.

D. R. A., Man.—Bearing boxes for disc numbered B226 and B227 are for an

"Ideal" disc formerly made by The David Bradley Mfg. Co. Repairs can only be had through Sears, Roebuck, Chicago.

S. H. Co., Sask.—Sprocket F368 is for a Langdon Ideal feeder made by the Hart Grain Weigher Co., Peoria, Ill.

W. H., Man.—The only source from which repairs can now be obtained for Kingman plows is the M. & K. Brokerage Co., Kansas City, Mo.

G. W. B., Sask.—The Hancock disc plow is made by the Hapgood Plow Co., Alton, Ill. Repairs can only be had from their factory.

Calendars Received

The 1919 calendar of the John Goodison Thresher Co., Sarnia, Ont., depicts a fine harvest scene with a tractor at work in the foreground. A John Goodison thresher and steam engine are shown in natural colors.

The La Crosse Tractor Co., La Crosse, Wis., have a very fine piece of lithography in their 1919 calendar. A "Happy Farmer" tractor is shown in the barn at the door of which the owner admires the autumn moon which shows

the familiar smile of the "Happy Farmer" trade mark.

The Parlin & Orendorff Co., Canton, Ill., make their trade mark the main feature of their 1919 calendar. Below it is a bird's-eye view of the P. & O. factories. The dates are in bold white upon a black background.

Bert Conway, the implement jobber at Regina, has issued a very tasteful and effective 1919 calendar, which should grace the walls of dealers in the Conway lines. It depicts a typical prairie scene.

Standard Goods Pay

There are two distinct classes of merchandise on the market: Standard goods of known quality, backed by reputable makers, and goods of unknown or doubtful quality and origin. It should not be a difficult matter to judge which class offers you greatest advantages.



MOTEL VANCOUVER,
VANCOUVER, B.C.



WINTER ON THE PACIFIC

—Milder than Winter—

—Cooler than Summer—

THE VERY PLACE FOR REST AND RECREATION

Spend your vacation at the
Palatial Canadian Pacific
Hotels:

EMPRESS
Hotel, Victoria

VANCOUVER
Hotel, Vancouver

SEE THE MULTITUDE OF INTERESTING SIGHTS.
GOLF, MOTOR, RIDE, DRIVE. ALL OUTDOOR
SPORTS BECKON YOU.

This Season Extend the Trip to
HONOLULU
"Paradise of the Pacific"

For Full Information, Reservations, Etc.
Ask any Agent of

"THE
WORLD'S
GREATEST
HIGHWAY"



EMPRESS HOTEL,
VICTORIA, B.C.



Press Advertising Sold Victory Bonds

BEFORE the war, bond buyers were "marked men." In number they were 40,000 in March, 1917—this is shown by the number of purchasers of the Government War Loan of that date. But in the autumn of the same year, their number increased twenty times—to 820,000! This was the number purchasing the Victory Loan, 1917. Two months ago—November, 1918—over 1,000,000 persons purchased the Victory Loan, 1918!

These wonderful results were accomplished by Press Advertising.

Before the war one-half of one per cent. of our people bought bonds. Now quite twelve and one-half per cent. of our people are bond buyers!

Before the stupendous amount of \$676,000,000 worth of bonds could be sold to our Canadian people in three weeks a most thorough and exhaustive campaign of education was necessary, and this campaign was carried through by advertising in the public press. The power of the printed word never had a more convincing demonstration.

By means of the printed word, through the medium of advertisements in the press of our country, the Canadian people were made to know what bonds are, the nature of their security, their attractiveness as an investment, and why the Government had to sell bonds.

Every point and feature of Victory Bonds was illustrated and described before and during the campaign—in advertisements. No

argument was overlooked. No selling point was neglected.

The result is that Canadians to-day are a nation of bondholders.

They know what a convenient, safe and profitable form of investment bonds are. Instead of one man in two hundred owning bonds, now one Canadian in eight—men, women and children—owns a Government Security.

This complete transformation in the national mind and habits was brought about by advertising in the press of the nation. Press advertising has justified itself as the surest and speediest method by which a man's reason can be influenced and directed.

The Minister of Finance acknowledges this. His own words are:

"The wonderful success of the Loan was due in large measure to their (the press of Canada) splendid and untiring efforts during the whole of the Campaign."

Mr. E. R. Wood, Chairman of the Dominion Executive Committee having oversight of the campaign to raise Victory Loan, 1918, said "The press publicity campaign . . . will rank as one of the most remarkable and efficient publicity campaigns ever undertaken in any country," and Mr. J. H. Gundy, Vice-Chairman of the same committee said: "I have been selling bonds for a long time, but I never found it so easy to sell them as at this time. The reason is the splendid work the press has done. I take off my hat to the press of Canada."

The success of Victory Loan, 1918, and the knowledge which Canadians now possess of bonds are a straight challenge to the man who doubts the power of the printed word, in the form of advertisements, to sell goods—and this applies not to bonds alone, but to the goods **you** are interested in selling.

Bull Dog Fanning Mills

The Largest Exclusive Line of Grain Cleaning Machinery Manufactured in Canada

Capacities: 25 to 150 Bushels per Hour

Fanning Mills

Smut Cleaners

Wild Oat Separators

The Bull Dog Wild Oat Separator—A Big Seller

Made to Separate Wild Oats from Barley—and DOES IT.

Manufactured in Three Sizes: 3, 6 and 12-Roll. No machine made equals their work.



The Improved Bull Dog Smut Cleaner



The Only Machine that will successfully treat Oats and Barley



The New 48-inch Bull Dog Mill—the latest addition to our Line

Does exceptionally fine work on all grains. Heavy construction, durable and rigid design. Easily driven. Can be supplied with 4-foot Bagger or Wagon Box Elevator. Hundreds ready for immediate shipment.

INVESTIGATE OUR SMUT CLEANERS

Extra long carrier for wagon box delivery. False perforated bottom in carrier; no liquid wasted. Large, low feed box; galvanized rust-proof tank. Double paddle skimmer. Driven by hand or power.

WE GUARANTEE PROMPT DELIVERY. MACHINES ARE SHIPPED ON DAY ORDER IS RECEIVED.

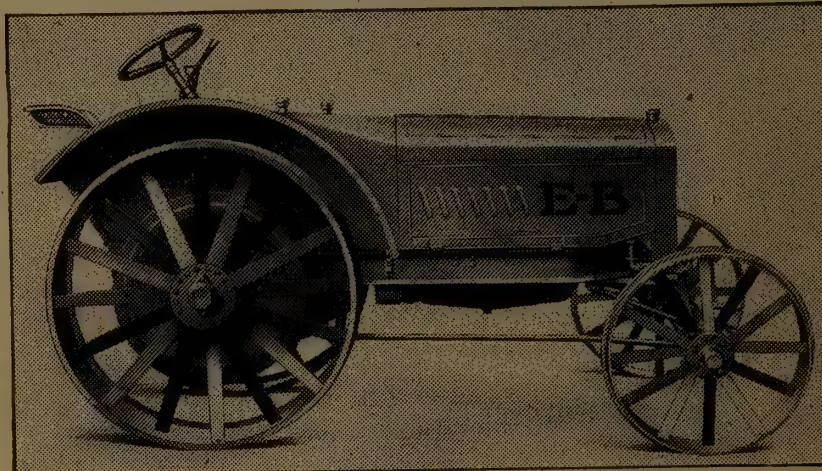
TWIN CITY SEPARATOR CO., LIMITED

Off LOGAN AVENUE on QUELCH STREET WINNIPEG, MAN.
Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

The E-B 12-20 H.P. MODEL AA Kerosene Tractor

A tractor lighter and no larger than the average 8-16, but with power equal to a 15-25. Easily handled and controlled. Does the work of 12 good horses. The 12-20 is S.A.E. rating—only 80 per cent of the actual power it develops. Pulls a full 12-20 load and has reserve power for any emergency. Get the Model AA folder.

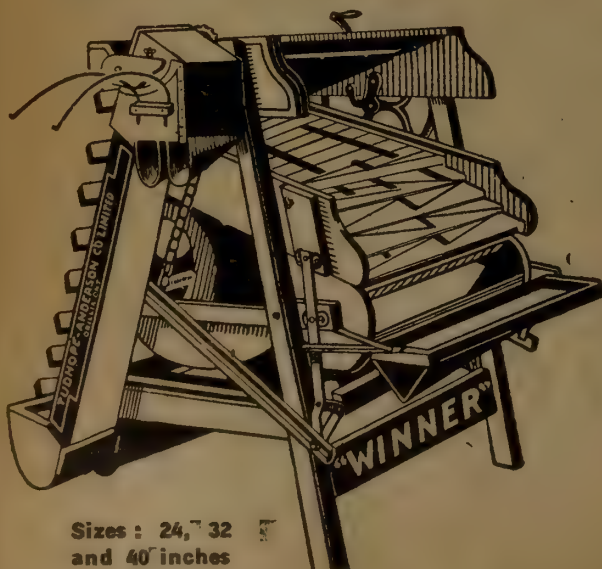
WRITE FOR PARTICULARS



The E-B 12-20 is your Opportunity for 1919 Ask for Contract NOW

Four cyl. motor, 4 3/4 x 5, develops 12-20 S.A.E. rating. Lubrication, pump and splash. Ignition: K.W. high tension. Bennett carburetor. Modine radiator. E-B transmission. Hyatt roller and Bantam ball thrust bearings. Two speeds. Wheelbase, 87 ins. Length 133 ins. Total weight fully equipped, 4,575 lbs.

HANDLE THE MODEL AA



Sizes: 24, 32 and 40 inches

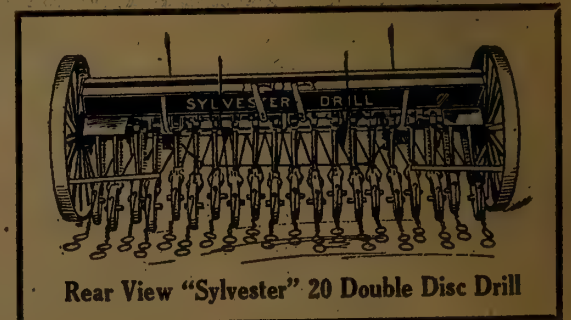
"SYLVESTER" DRILLS, Double and Single Disc or Shoe

Different from any other Drill. Deliver the grain in FRONT of the axle, and on the downward turn of disc.

Sizes—14, 16, 18, 20 and 22 discs. 14 and 16 sizes geared from one end; 18, 20 and 22 sizes geared from both ends. Equipped with grass seed box when ordered. Double disc drills have rubber tubes; single disc drills steel ribbon tubes. Ask for special booklet and particulars.

"Winner" Separators

Capacities: 30 to 80 bus. per hour. Guaranteed to have double the capacity of any other separator and to do 75 per cent better work on all grains and seed.



Rear View "Sylvester" 20 Double Disc Drill

TUDHOPE-ANDERSON CO., LIMITED

Winnipeg

Regina

Saskatoon

Calgary

CANADIAN FARM IMPLEMENTS

VOL. XV., No. 2

WINNIPEG, CANADA, FEBRUARY, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)



Head Office: Winnipeg

UNION BANK OF CANADA

Established 1865

HEAD OFFICE WINNIPEG
Paid-up Capital \$ 5,000,000
Reserve Fund 3,600,000
Total Assets, over 153,000,000

Hon. President—SIR WILLIAM PRICE
President—JOHN GALT, Esq.

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R. T. RILEY, Esq. G. H. THOMPSON, Esq.

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Major-Gen. SIR JOHN W. CARSON,

H. B. SHAW, General Manager

J. W. HAMILTON, Assistant General Manager.
London, England, Branches 6 Princes Street and
West End Branch, 26 Haymarket, S.W.
New York Agency, 49 Wall St., New York City.
Geo. Wilson, Agent.

This bank having 299 branches in Canada, extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of every description of banking business. It has correspondents in all cities of importance throughout Canada, the United States, the Continent of Europe, and the British Colonies. Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange.

Winnipeg, Main St. Branch; R. H. BAIRD, Mgr. Portage and Garry Branch; F. J. BOULTON, Mgr.

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corp., London, Eng.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.

The Glens Falls Insurance Co.

The Millers National Insurance Co.

LIVE STOCK

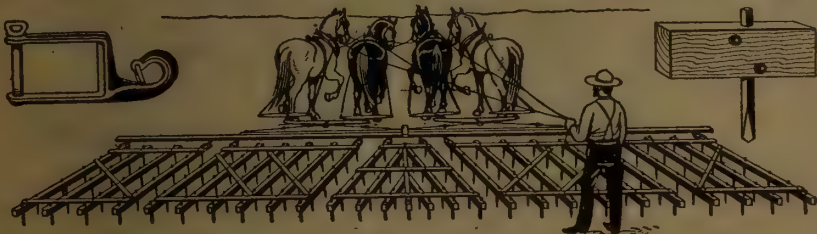
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Sell WATSON'S HARROWS



WATSON'S BOSS WOOD HARROWS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes—78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet.

WATSON'S BOSS LEVER HARROWS

Teeth bolted to the section, 8 teeth to the bar. Bars 1 3/4 x 2 1/2 ins. x 5 ft. Riveted at each tooth with two rivets. Teeth so spaced that each tooth cuts its own furrow at uniform intervals of 1 1/2 in. Steel side bars, 1 1/2 x 5 x 16 in. Steel center bars 1 1/4 x 1/4. Center bar and ratchet forged from one piece. The steel lever sets toward rear of harrow. Operator can quickly clear teeth of accumulations.

A Full Line of Repairs for Moline and Janesville Implements

Moline Plows (Best Ever, Good Enough, etc.) Moline Disk Harrows (Economy)

Mandt Wagons and Farm Trucks

Manure Spreaders (National and Mandt) Monitor Drills

Moline Engine Gangs

Adriance Binders, Mowers and Rakes

ALSO REPAIRS FOR

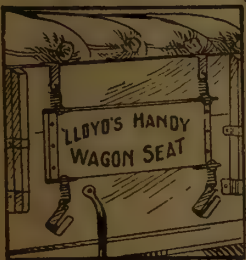
Janesville Plows,
Disc Harrows, etc.

SEND US YOUR
REPAIR ORDERS

John Watson Mfg. Co.
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

THE WAGON SEAT FOR EVERY SEASON



The Wagon Loaded



Going Home

LLOYDS
LOW-DOWN
SPIRAL SPRING
WAGON SEATS

FIT ANY WAGON OR
SLEIGH BOX MADE

Take up no box space; give protection from wind and full control over the team. Strong spiral springs, especially tempered, carry 600 lbs. with ease. The lightest and most practical seats made. Get a dozen on your floor and see how they sell. Every farmer is a prospect. For 1919 order your wagons less seats and supply the Lloyds. Write to-day.

MANUFACTURED AND GUARANTEED BY THE
WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.

MILLER TIRES---The Dealer's Opportunity

They will give your customers maximum tire value and service.

The Miller Agency will increase your profits and prestige.

Winnipeg Bonspiel, Feb. 10-22

We extend visiting dealers a cordial invitation to make our showrooms at 155 Princess St. their headquarters. Let us show you the inbuilt quality and sales possibilities of Miller Tires and Accessories.

MILLER TIRE COMPANY, LIMITED
155 PRINCESS STREET WINNIPEG, MAN



ARE YOU READY ?

TILLAGE time will tell the tale. **McCormick** tillage implements have advertised their worth on countless Canadian farms. They are staple in the Dominion.

How are you fixed to capitalize on this market? There are going to be scores of Disc Harrows, Cultivators, Spring and Peg-Tooth Harrows, Plows, Scufflers, Tractor Plows, Land Packers and Tractor Disc Harrows sold this season.

Every implement named is **your** opportunity. Get in on the ground floor. The dealer who heeds the farmer's needs is the dealer who succeeds.

McCormick tillage implements are really more than "opportunities" to a wide awake dealer--they are assured sales.

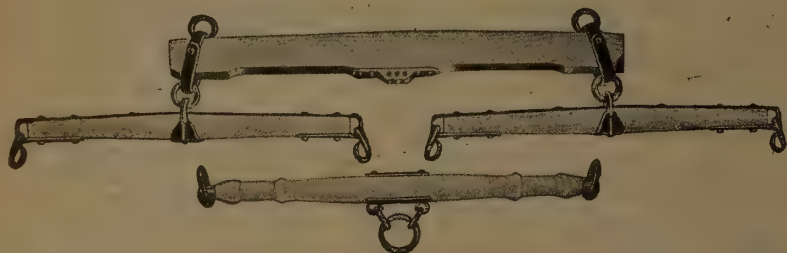
Stock up to cover all present and future seasonal needs. Check over carefully what you have on hand and if short on any particular implement get in touch at once with the branch house. It may be the one on which demand runs heaviest. Take no chances.

International Harvester Company of Canada, Limited

BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

Remember—"If it Comes from GREGG
it Must be Good"



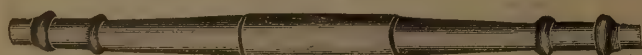
STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS



FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT



FOUR HORSE HITCHES—JUST WHAT FARMERS WANT



NECKYOKES—HICKORY, VARNISHED or WHITE

We carry one of the largest stocks of hickory, oak, rock elm, maple and other hardwoods carried in Canada. For highest grade stock and unequalled finish Gregg Goods hold the trade in any territory. When you order, ask your jobber for Gregg products and accept no other.

Increase Your Profits by Selling Gregg Wagon and Implement Woods and Hardware

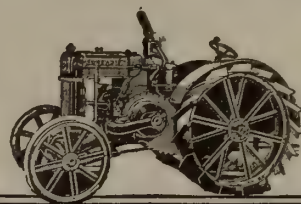
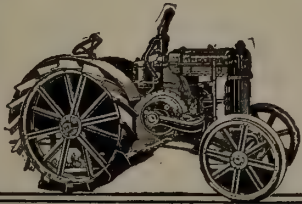
Dealers: Look below the paint and varnish for the quality. For the past six years Gregg Goods have steadily advanced in popularity because we have used only the best stock and have spared no manufacturing expense to make the Gregg line a leader in value, materials, quality and finish. To-day Gregg goods defy competition.

Gregg Eveners Pull Big Business for the Dealer

Gregg Plow Eveners, Wagon Sets, Neckyokes and Hitches are built for service. Absolutely guaranteed against defective materials and workmanship. We manufacture: Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Ironed or Steel Clad Wagon Singletrees, Eveners and Neckyokes (sold in trated sets). Plow Doubletree Sets. Three and Four Horse Hitches. Three Horse Wagon Eveners. Four and Five Horse Gang, Sulky and Disc Plow Eveners. Five and Six Horse Tandem Eveners. Wagon Hardware: clips, ferrules, hooks, neckyoke center and end irons, wagon box straps, straight and hooked. Wagon box rods, etc.

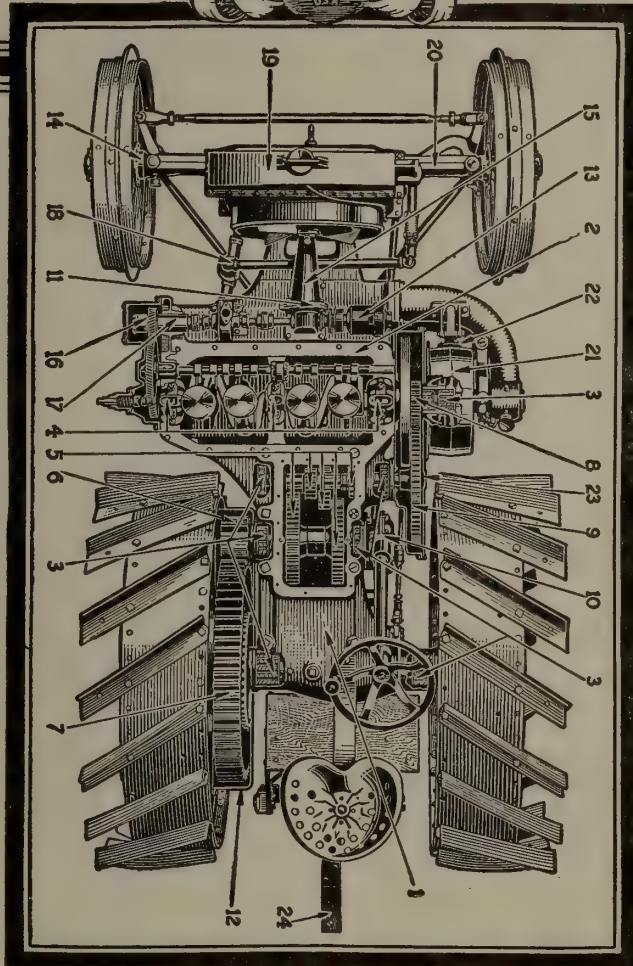
Ask for latest catalog and prices, and specify GREGG goods when you order.

Gregg Manufacturing Co. Ltd.
Winnipeg, Man.



Study These Features

- 1—One-Piece Main Frame.
- 2—Four Cylinder Case Motor, $4\frac{1}{2} \times 6$, set cross-wise.
- 3—Hyatt Roller Bearings at all important places.
- 4—Three Main Crank Bearings, total length $12\frac{1}{8}$ inches.
- 5—Cut Steel Drop Forged Transmission Gears.
- 6—Bull Pinion—Steel Drop Forging, teeth cut and hardened.
- 7—Master Gear—Steel Forging, teeth cut and hardened.
- 8—Clutch Pinion—Steel Drop forging, teeth cut and hardened.
- 9—Cut Steel Spur Gear for first reduction shaft.
- 10—Steering Gear—drop forged and machined worm and worm wheel—enclosed.
- 11—Fan Drive—cut steel, spiral gears, enclosed.
- 12—Housing for Master Gear, retains lubricant; keeps dust out.



Study These Features

- 13—Magneto—High Tension—dustproof type.
- 14—Dustproof Front Hubs.
- 15—Fan Shaft mounted on ball bearings.
- 16—Speed Governor—fly ball, throttling type, enclosed.
- 17—Ball and Roller Bearings for Shaft Driving Governor, Fan, Pump and Magneto.
- 18—Sylphon Thermostat—controls circulation of cooling water.
- 19—Radiator—copper tube and fin, non-clogging type; cast frame.
- 20—Steel Front Axle—auto-mobile type.
- 21—Belt Pulley—mounted on crank shaft—the best place for it.
- 22—Brake for Clutch Pulley—convenient for quick stops.
- 23—Dustproof Housing for first reduction gears.
- 24—Adjustable Drawbar.

How to Judge Tractors Safely

We urge dealers and farmers alike to study the construction of Case Kerosene Tractors. And then make comparisons. This is the only way to get the utmost for one's money.

Above we picture and describe the chassis of the new Case 15-27. After studying the mechanical construction, then let this

15-27 demonstrate its performance. We will gladly send certified records.

This remarkable tractor has won rank as a leader. Before we announced it publicly, it was known to thousands who had seen it at demonstrations. Hundreds of dealers have ordered demonstrators. Any Case dealer or prospective dealer will be furnished with all information promptly upon request.

J. I. CASE THRESHING MACHINE COMPANY, Inc. *Founded 1842*
1680 Erie Street, Racine, Wisconsin, U. S. A.

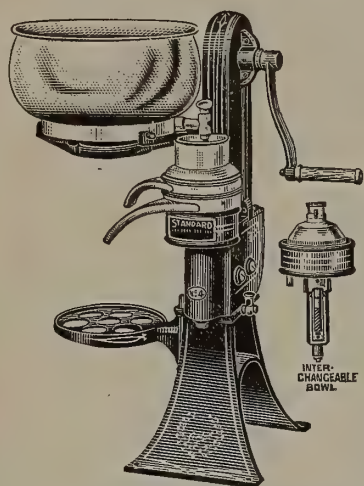
HANDLE THE COCKSHUTT LINE

INCLUDING THE RENFREW CREAM SEPARATOR

THE COCKSHUTT DEALER MAKES THE BIGGEST SEPARATOR PROFITS

Because he sells more Separators than he would by handling any other line

He sells a Separator with exclusive, Patented Features



Look over the up-to-date selling advantages of the "Renfrew" and you will admit that it has more selling points than any other cream separator. Its exclusive features, which no other machine can use, are what the prospect wants in separator design.

EXCLUSIVE FEATURES

Saves enough cream to pay for itself. Its close skimming is proven by Government Dairy Schools reports. In an official test at the University of Minnesota, Prof. R. M. Washburn showed that the Renfrew got all but ONE-TENTH of a pound of butter fat in ONE THOUSAND pounds of whole milk.

Curved wing bowl enables owner to skim to 1/100th of one per cent. The Renfrew gets "all the cream."

Interchangeable capacity—imitated but never equalled.

Self-oiling system—no oil cups. Oil only once in three months.

Low supply tank.

High crank—easy for operator.

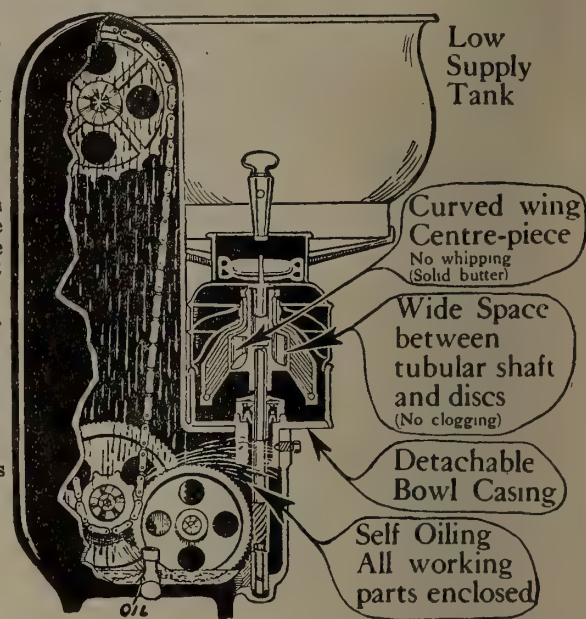
Oscillating neck bearing.

Clutch and spindle is detached from bowl. The instant handle is dropped all working parts stop except the bowl.

Interchangeable Capacity

When your customer increases his herd a small capacity Renfrew can be converted into a large capacity by merely changing the bowl, supply tank, etc. The frame and mechanism are standard for all sizes and heavy enough to drive the largest bowl. With the Renfrew you can double your separator business this year—but get the Agency now.

WRITE FOR OUR DEALERS PROPOSITION.
THE COCKSHUTT AGENCY WILL BRING
YOU REAL PROFITS AND YOUR CUSTOM-
ERS WILL HAVE THE BEST VALUE IN THE
DOMINION



The gears run in an oil bath and there is a continual spray of oil on every bearing and moving part, including the spindle. Pour a half pint of clean, fresh oil in reservoir every three months, that's all.

FROST & WOOD BINDERS

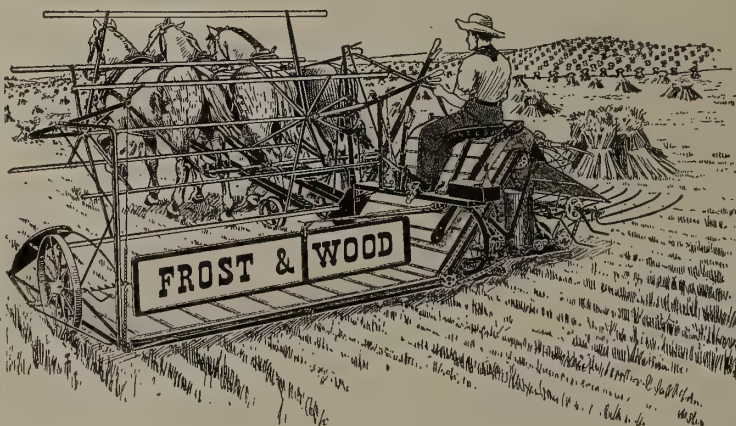
HAVE SPECIAL FEATURES THAT APPEAL TO EVERY FARMER

The FROST & WOOD has proven in the field, all over Canada, that it is the most economical binder the farmer can buy—the best binder the dealer can sell. It has everywhere demonstrated its ability to handle perfectly heavy, light or tangled crops. Trouble-proof, it makes fewer claims upon the dealer for expert assistance. His profit is not absorbed by service. Handle the Cockshutt Line for 1919. It will ensure satisfactory sales and good profits. Note these selling features:

The Elevator has reserve capacity for long heavy grain.

The wide range of adjustment of the reel, greater than on any other, enables the Frost & Wood to pick up down, tangled grain where others only cut one way of the field.

The "Z" shaped cutter bar enables the knife guards to just skim the ground in short grain and get it all.



The Pitman crank and knife head are almost in line horizontally and with the extra long pitman makes a smooth running knife that will cut flax or any kind of grain without gumming or sticking.

Roller and ball bearings—self-aligning—make light draft on the horses.

The machine is so well balanced and the levers so handy that their operation is easy—no strain on the driver.

Now is the time to lay the foundation for a successful harvester trade. Write to-day for full information and arrange to meet our traveller.

During Winnipeg Bonspiel, February 10 to 22, make our offices on Princess Street your headquarters.

COCKSHUTT PLOW CO., LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 2

WINNIPEG, CANADA, FEBRUARY, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10c.

Increasing Farm Machinery Trade by Motion Pictures

*Specially Written for "Canadian Farm Implements"
by Harry Levey, Director of Industrial Pictures
for the Universal Film Manufacturing Co.*

Whether a manufacturer, wholesaler, distributor or dealer in farm machinery, tractors, farm equipment and farm tools, we assume that you have sat and watched moving pictures. But we bet that if you ask the first ten of your business acquaintances that you meet what they know about industrial motion pictures, they will give you a blank stare. Your personal information may be equally limited, for the development of the industrial motion picture has been so rapid in the past two years that many otherwise well informed farm machinery men have failed to realize its significance.

From the standpoint of the manufacturer let us first consider what motion pictures can do for the farm implement trade. They will:

Establish your house, name or trade mark.

Create confidence in your product.

Create a desire among farmers to know about it; ask for it; possess it and utilize it.

Prove any claims you make for it.

Oppose competitive types; influence dealers—round out your sales campaign and increase the demand for your line.

Building Export Trade

Therefore, here is how motion pictures will be used to popularize farm machinery. First as to export, and remember this is of interest to those in the trade who have never heretofore contemplated a world market.

The enormous total of export business from Canada during the past 3 years enables us to gauge the coming demands of peace.

No matter how well the farm implement salesman a broad, handling tractors, threshers, plows, separators, etc., may understand his product and his firm's policies, he probably can only talk foreign languages in a mediocre fashion, and too often he cannot get the foreign buyer's viewpoint at all.

For this reason motion pictures

are doing wonders, and will do more wonders still in spreading Canadian-made farm machinery over the face of mother earth. In a suitcase projector a tractor or thresher may be "carried" in one hand to the earth's distant places,



HARRY LEVEY
Industrial Motion Picture Expert

and be usually demonstrated before the eyes of the buyers in the one universal "language" that all the world can understand convincingly and interestingly. In countries where illiteracy is rife and where the population is skeptical of the foreigner, the motion picture can be invaluable in increasing the use of Canadian farm machinery.

Increasing Domestic Demand

Which brings us to the second phase of the use of motion pictures for popularizing modern farm implements. Namely, how the screen may best be utilized at home. There are several ways. One by the makers showing pictures of their product before national associations of customers, or to their buyers in each city by showing films on the walls of their offices. The other, by showing the films direct to the public, and although you may not

sell direct to the public, there is no denying that the new standards of advertising emphasize the value of the indirect appeal.

In practically every small town in Western Canada there is now a picture show. When the farmer and his family come to town for business or relaxation, do they not gravitate to the picture house? Can any manufacturer, wholesaler or dealer in the farm machine business afford to overlook the educative value of the screen in placing before agriculturists the adaptability of modern, labor saving implements and equipment?

Logical Publicity

I would ask farm implement men what is the difference between advertising power belting and drop forgings direct to the public at five thousand dollars per page in a Philadelphia weekly of non-technical national circulation, as is at present being done, and in advertising farm implements direct to the farmer on the screen? There is much food for thought in this comparison. To do one is as logical as to do the other.

Until recently the cinema was regarded as all right for "the other fellow's line," but not applicable to the tractor and farm implement trade. Few understand the scope of the screen and its ability to visualize any kind of human activity. Herein lies its greatest power, its versatility.

If we look on advertising for what it really is, as merely a short cut to prestige and public confidence, we are obliged to regard motion pictures as an important element in advertising second only to the implement trade journal, which is, of necessity, of primary utility.

As a motion picture director in approaching the farm implement trade to make films, I should quickly ascertain what part of it is the most interesting to the con-

sumer. Then we know this is the phase to follow in making our pictures.

It is quite true that the inexperienced farm implement man may not see the possibilities of filming his own business, because it is all so obvious and matter-of-fact to him that he cannot detach himself sufficiently to get the broad aspect necessary for camera work, but let him see films showing how closely allied trades have utilized the screen and he will become a convert almost overnight. And he realizes what has become an old story to the men in each branch of the industry is full of freshness to those who use the finished machine but have never known what excellency went into the making.

Where other directors of industrial motion pictures finish I begin. That is, the filming of the plant, office or product is in itself not sufficient, although previously so considered. In over a hundred commercial-educative pictures I have made for other lines of trade, I have always introduced elements that make it acceptable to general distribution among motion picture houses. Fortunately, the film concern with which I am connected is the largest and oldest in its line, and regularly supplies ten thousand theatres, so that the problem of getting a national audience is assured.

Following Production Methods

Take the tractor, as an example. An exterior view of the factory to unite the product with its home. Then, on the screen, through the industrial film, the tractor-using public can follow every step in production. In the foundry the molten metal is poured into the molds and the castings made. Following into the machine shops they can see the castings machined, gears cut, shafts turned, motors assembled, transmissions assembled, the busy mechanics at work, following the routine of the plant assembling the complete machine. As side flashes, show them the metallurg-

ists testing the raw materials, the stringency of the inspection department, the methods of heat treatment and hardening the various parts, the testing of motors and so on.

Let them follow the assembled tractor to the testing ground, and see how the factory tries out every feature in operation. Show how its pull is registered; show it plowing in the experimental plot. Then take them to the waiting ranks of the finished tractors in the paint shops and from there to the loading platform where the machine is placed on the freight cars for shipment to any point from Texas to Northern Alberta. Or follow it to the sea board and watch the massive winches hoist the tractors into the hold for export to Europe. In short, show the farmer what building a tractor, and merchandising it really means. It will do more than anything else to make the prospect realize that he is getting brains, design, materials and inbuilt value for his money. It will make sales easier for the dealer.

It Concentrates Interest

What medium of exploitation, other than the movie, can be found that will hold the spectator's attention, curiosity and interest continuously over a period of eighteen minutes—1080 seconds—the time consumed in running off one reel of a thousand feet?

The art of the thing is to endow the industrial picture of the farm machinery business with such a wide appeal as to get it on the regular program of cinema houses.

Here's the first question every machinery manufacturer asks: "How will the moving picture foster, facilitate and build my business?"—and here's the answer. Let us take the whole, great, agricultural public through your plant. Let us acquaint them intimately with your organization—let us show them scene by scene the lengths to which you go to make your implements and machines of value to them. People who have seen a plow, for instance, produced under their very eyes recognize it afterwards as a familiar friend. It has an established place in their consciousness. When they buy, will this not have a value?

The drama back and behind the romance of farm implements has never yet been portrayed in motion pictures, but the dramatic chances back of other lines have been which do not even remotely possess the same possibilities. Some day the romance

of the development of the plow from the forked branch will be filmed; some day the farmers will see and realize fully what farm machinery factories and their selling organizations have done for the world's agriculture.

The motion picture projects the farmer at once into the environs of the factory and visually drives home every sales point. I take special electric lights into a plant,



Section of an Industrial Moving Picture Film, shown actual size. Shows the farmer the adaptability of the modern tractor.

connect them with the main feed and make the darkest corners just as light as the most brilliantly illuminated studio. There are two ways to reach buyers of farm machinery. One is by advertising, the other by demonstration. Both are invaluable and can work in perfect harmony.

Therefore, the industrial picture of the farm machinery plant and its product should show how it can be used to the best advantage and to emphasize ways of making still greater use of the machines. Unless the picture is a sales argument, pleasingly presented, it is not a valuable asset, but simply an expense.

Motion picture advertising to the consumer will yet sidetrack the competitor who relies solely on the old-time methods of printed salesmanship in letters and circulars.

From a Selling Standpoint

Not only from the production side can the film be of service.

The machines can be shown in operation all over the continent. Their adaptability for various operations can be pictured. Close up views of the furrow being turned; the manifold uses of the tractor for belt work, for haulage, for road making; the efficiency of the small separator; the perfection in cleaning of the fanning mill; the mulch producing faculties of modern pulverizers and packers.

Think! There are a thousand ways in which the demand for every conceivable class of farm machinery and equipment may be increased. Labor saving dairy apparatus; barns equipped with modern barn fixtures; hay handling machinery; machinery for planting and harvesting the potato crop; stook loading and shocking machines, in every class there is a story that can be told to the visitor to the small town picture house. With this development the local implement dealer will realize the value of advertising slides for his business—to tell that he handles the product shown locally on the screen.

The more the practical farm machinery business man looks into the matter of industrial motion pictures, the more will he realize their value. And in the teeming cities, is there not a vast ignorance regarding farm machinery and its adaptability. It is a story replete with interest; it may be the factor that will send more men out to farm the great untilled areas of the Canadian West.

The idea I want to leave with the readers of "Canadian Farm Implements" is that the dramatic instinct is inherent in every human being, and the phenomenal success of the motion picture has been due to the fact that it offers a universal, inexpensive and artistic means of gratifying this instinct. The pronounced success that we have achieved for national advertisers with the films we have made for them, has been the result of the pains we have taken to make the utmost use of every element of the motion picture art in forcing home selling arguments for their product.

I. H. C. Sells Champion Lines

B. F. Avery & Sons, Louisville, Ky., have purchased the "Champion" line of harvesting machinery from the International Harvester Co., Chicago. The B. F. Avery organization was founded in 1825 and incorporated in 1877. The manufacture plows and tillage implements which are in good demand in United States territory.

The "Champion" line consists

of grain binders, headers, reapers, mowers, knife grinders, sulky rakes and tedders, side delivery rakes, combined side delivery rake and tedder, and all attachments and repair parts for these respective machines.

B. F. Avery & Sons will proceed at once to erect new buildings for the manufacture of these lines. Pending the erection and completion of these buildings, the I. H. C. will manufacture the goods for the purchasers.

Prof. Day Joins Shinn Company

Prof. W. H. Day, B. A., who has been connected with the Ontario Agricultural College at Guelph, Ont., for twelve years has resigned his position with that institution and has accepted the post of secretary and manager of the Shinn Manufacturing Co. of Canada, with offices and factory at Guelph, Ont. This concern is a Canadian branch of the W. C. Shinn Mfg. Co. of Chicago, which is among the largest manufacturers of lightning protection systems in the continent. In Western Canada the Shinn lightning rods and equipment are distributed by the Cushman Motor Works of Canada, Winnipeg, who in past years have done a large business in this line. The professor will take charge of the Guelph branch on March first.

Prof. Day, during his years with the O. A. C. has acted as a demonstrator and professor of physics. He is without doubt Canada's foremost expert in lightning protection, and takes to his new position with the Shinn organization a splendid reputation for research work in this field of science. He graduated from the University of Toronto, August 1st, 1903, as an honor student in the department of physics, and was awarded the gold medal. His intelligence and ability has won a recognized place in the educational work of the Dominion, and recognition throughout the United States as an expert on lightning prevention.

In the field of lightning prevention Professor Day's ability as an expert is keenly appreciated, and his extensive research work and investigation, which is covered in his bulletin published in 1914, has encouraged the Ontario Department of Agriculture to publish from time to time full-page advertisements in various farm papers, encouraging, and indeed advising, the farmers of the Dominion of Canada to protect their buildings. The Shinn Mfg. Co. are to be congratulated in securing the services of this expert in carrying on their Canadian business.



THIS *or* **THIS**
Which Field Would You Rather Cultivate?

DID you ever "follow a plow" over a field full of stumps and roots?

If you did, you got some jolts you'll never forget.

It sure was tough going.

A good deal like trying to sell a poorly advertised and little used cream separator.

The sale comes hard to begin with, and there's many a jolt between the sale and the settlement.

Why try to cultivate a separator field full of stumps and roots

and stones when you might just as well be working in a highly productive, well tilled De Laval sales field?

For twenty-five years the biggest crops of separator sales have been gathered in the De Laval field. It is soil that you can depend on.

It is abundantly fertilized with good advertising and a highly efficient sales organization, and the seed of De Laval Service, with regular cultivation, can be depended upon to produce a good crop of profitable separator sales.



There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it, with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

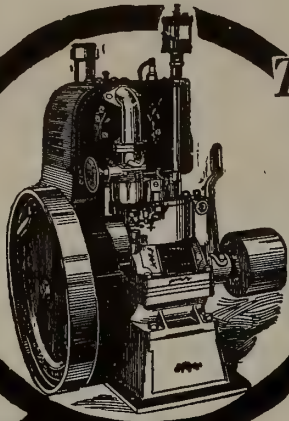
LARGEST MANUFACTURERS OF
DAIRY SUPPLIES IN CANADA

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO



The "New Way" Light-weight All Purpose Engine

Made
in
Four
Sizes

You need stock no other engines than these, as they will take care of every power requirement on the farm outside of the tractor. *Sell the*

THE "New-Way" ENGINE GOES AND GOES RIGHT on All These Outfits:

GRAIN, RICE AND CORN BINDERS—

MCCORMICK, DEERE, DEERING,
OSBORNE, JOHNSTON, ACME,
CHAMPION, MASSEY-HARRIS, PLANO,
ADRIANCE, MINNESOTA, MILWAUKEE,
and others.

HEADERS AND HEADER BINDERS—

All makes.

CORN PICKERS—

MCCORMICK, DEERING, ETC.

TATO DIGGERS—

BATEMAN, HOOVER, ASPINWALL,
EMPIRE, ETC.

Farm lighting plants, wood saws, pumps, feed grinders,
grain elevators, sprayers, etc.

A Dealer Says:—

Boston, Mass.,
Seymour, Conn.

Gentlemen:

As I was one of your first large buyers when you commenced manufacturing the "New-Way" Engines, giving you the first order for 100 engines and the next year for 300 engines, also the fact that I have continued to buy the "New-Way" Engines all these years and lately ordered 4 carloads from you, certainly proves to anyone in the engine business what I think of the "New-Way" Engines.

Very truly yours,

S. B. CHURCH.

A Farmer Says:—

Milan, R. F. D. No. 1, Minn.

Gentlemen:

I have used one of your 4 HP. "New-Way" All-Purpose Binder Engines. Have used it for all kinds of work and it surely works fine in warm weather as well as in cold weather.

Have used it a lot, especially on our corn sheller (two hole). It is mounted on a truck in the shape of a tractor so it moves about on its own power, pulling loaded wagons about the place. Also grind all of our feed with a five inch grinder and we use a lot of it. It never fails to start or do the work.

I surely can say buy a "New Way" if you want a reliable engine that has a lot of power.

H. M. BEAL.

YOU SHOULD WRITE FOR THE AGENCY

THE "New-Way" MOTOR COMPANY
LANSING, MICHIGAN, U.S.A.

The Value of the Silo to Stock Men

By A. L. Haecker

In January, 1914, it took 337 bushels of wheat to buy a 90 ton silo; in January, 1918, only 178 bushels of wheat. From the standpoint of beef, the value of 3243 pounds had to be put into a 90 ton silo in 1914; in January, 1919, only the value of 2000 pounds. As a matter of fact, by averaging the cost, in terms of farm products, it will be found that silos are 36 per cent cheaper now than before the war.

The farmer has a greater purchasing power now than ever before and the need for farm equipment especially that which works for economy of production is very marked. The scarcity of stock products; the high prices paid for all kinds of forage make the silo more necessary than ever before.

Under present conditions, the silo will more than pay for itself every year. The great need of a cheap succulent ration is recognized by every stock-keeper and with the silo this can be easily obtained in any section of the country. Bulky forage should be grown on the farm where the stock are kept and if feed must be purchased it should be in the concentrated form.

It is poor economy for the dealer's customers to hold off from the purchase of any farm equipment on account of price, for the chances are that the prices of all such equipment are lower in terms of purchasing power of the farmer than ever before.

The silo has served its part in the winning of the War, but all too few were enlisted. With the present demand, the opportunity is ripe for large profits in the live stock business. The economy of the silo is well known. It has been proven that it will save 10c on the production of a pound of butter; 40c on the production of 100 pounds of milk and \$1.50 on a hundred pounds of beef. It also saves labor, insures large milk production and quick fattening. It insures the corn crop, for, neither drought, frost or hail can claim the total loss where the silo is used.

Silage is the cheapest known source of the great food element known as carbohydrates and the wise farmer makes liberal use of this ration. This is why you find silos on our best stock farms. Most of the great dairy records have been made from cows fed on silage and nearly all of the prize-winning fat stock have had silage in their ration. Success in the dairy and live stock business

are accomplished through the liberal use of silage.

Plants Used for Silage

Corn is the king of silage plants on account of its high yield and universal use in the stock growing country, but there are many other plants, which can be made equally as well into good silage.

The sorghums thrive in many of the western and southern states, and have proven not only drought-resisting, but also high yielding crops; of these perhaps kaffir corn is the most valuable.

Milo maize, sorghum, feterita and sudan grass are also members of the sorghum family, which are very valuable as silage plants, being drought-resisting and yielding a high tonnage per acre.

Roots crops such as sugar-beets, mangels, rutabagas and turnips, can also be siloed with good success.

In sugar-beet growing sections, the silo should be used to save the large crop of beet tops, which is produced each year. These tops make a splendid food, especially for milk-producing cattle.

The much despised Russian thistle of the Northwest and West has been proven to make good silage. It will grow when practically nothing else will survive in long drought seasons. When cut while still green and put into the silo, it undergoes a fermentation and comes out as excellent silage relished by all farm animals.

Many of the weeds, such as pig-weed, rag-weed, pigeon grass and bind weed, will also make fairly good silage, and for this reason, a corn crop which has been taken by the weeds can be profitably and successfully harvested as silage. As the heat moisture produced in the process of fermentation will destroy all weed seeds, there is no danger of making the ground foul by putting weeds in the silo.

In this reconstruction period when the demand is so great for stock and stock-products, all forage plants should be put to their most valuable use. Many of the hay crops, such as clover, alfalfa, timothy, millet, oats, peas and soy-beans in wet seasons when hay-making is difficult, can be profitably siloed and in this way, will not only be saved, but turned to a valuable end. Practically all our grass and grain crops can be made into silage. The silo has proven itself the most valuable equipment on the stock farm, and in this line, many dealers could build up a profitable business not only for silos but for ensilage handling machinery.

Make More Profit With Less Effort!

Let the Viking Build a Big Separator Business For You, As It Has for Thousands of Other Dealers

Every time you sell a separator you make a **greater margin of profit**—if it's a **Viking**. Sales are easier because it is **lower in price** and satisfies the buyer in every respect—no other machine at any price **"gets" a higher percentage of cream**.

The **Viking** is not a "cheap" machine. It sells at a low price **only** because more economical production facilities in the **largest separator factory in the world** makes this possible. The work it does is equal to any retailing at the highest price.

VIKING CREAM SEPARATOR

The Strongest
Guarantee
Ever
Written

has proved its superiority. It is sold and used in countries all over the world—**more than one million in use**—wherever dairying is conducted on a very scientific basis.

Why the Viking Sells So Fast
Viking selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the **strongest guarantee ever written**.

You make larger profits on the individual sale, invest less money, turn your money over faster and practically control the separator business in your territory.

Write for full particulars of our co-operative advertising to help you sell the Viking and for discounts, prices, etc.

Quick shipments always assured from warehouses at 9 different distributing points throughout Canada.

SWEDISH SEPARATOR COMPANY
Department L, 507 So. Wells St., Chicago, Ill.



VIKING GUARANTEE
We guarantee that the Viking Cream Separator is one of the highest grade, finest constructed machines of its kind built.
We guarantee that the material is excellent. Nothing but the very finest grade of iron and steel are used.
We guarantee the workmanship to be perfect. The Viking Cream Separator is made in the largest separator factory in the world. Only skilled labor is employed.
We guarantee that the Viking will stand to a more trace.
We guarantee more capacity than is found in other separators of equal rating.
We guarantee the Viking is probably the easiest running separator in the market. All the gears are closely connected making action immediate when you move the crank.
We guarantee that the Viking is easy to wash and keep clean. The bowl is light weight and easy to handle. All the discs wash at once.
We guarantee that the Viking separator is strong, heavy, good looking, durable, and that with reasonable care any parts returned to us here which are defective in material or workmanship.
We agree to give you factory service during the entire life of the separator.
You can at any time return any part or parts to us at Chicago and we will repair them for you free of charge unless you agree that the fault is yours and not ours and that you should pay the cost of the repairs.
Swedish Separator Company
CHICAGO, 515 South Wells Street ILLINOIS

Winnipeg Bonspiel and Winter Sports Carnival

Canada's greatest sporting event, the Winnipeg Bonspiel & Sports Carnival will open on February 10th, when visiting curlers will be welcomed to the city. This is the greatest curling event in the world, and the rinks will open for play on February 11th. With the war ended, curling has taken a new lease of life. The Manitoba Curling Associa-

tion has managed to maintain the high-class calibre of the prize list. Over \$6,000 worth of prizes will be distributed among the winners at this year's event.

There will be the usual number of attractive competitions which provide ample play for visitors. Twelve events and the grand aggregate make up the program. The Fry's Cocoa cup will enable the ladies to get in on the fun.

While the bonspiel will be the headline attraction from February 10 to 22, there will be many more attractions for visitors. Senior hockey for the championship, also junior hockey, will make some good sport. The bowling league will be in full swing. Snowshoeing championships and special ski events will attract champions from all over America. A swimming gala and diving competitions will be held at the various swimming baths in

the city. The dog races, which will be the finals for winners in preliminary heats run off at all the large towns in the province, should be a great feature during the week. The dog train race of twenty miles has a great many entries from owners of huskies. At all the theatres special programmes will be arranged for the Bonspiel season.

The leading events in the Bonspiel are as follows, with the value of the trophy given in each case:—McLaren cup, \$250; Dingwall trophy, \$1,000; Walker Theatre trophy, \$250; Purity Flour cup, \$500; Eaton trophy; Hudson's Bay trophy, \$250; Dominion Match Co. trophy, \$250; Robinson trophy, \$250; Birk's trophy, \$400; Lieutenant-Governor's cup \$50; White competition, \$200; Fry's Cocoa cup, \$100; Governor-General's cup. In addition there are an average of three prizes to the runners up in each competition.

Implement Concerns Hold Open House

As in past years, all the manufacturing and wholesale implement concerns in the city will put on special displays of their lines. Visiting dealers are invited to make the various houses which they represent their headquarters, and both from a pleasure and business standpoint, dealers who are in the city during Bonspiel should have a pleasant and profitable vacation. Winnipeg will do its best to show you a good time, so pack your grip and come on in for Bonspiel.

Bert Conway Dead

Dealers throughout Saskatchewan and Alberta will regret to hear of the death, on January 1st, of Bert Conway, the well known implement jobber at Regina. During the Christmas season the late Mr. Conway was in Winnipeg, and in his usual robust health. His death, from the prevalent disease, at the age of 33, will be a shock to his wide circle of friends.

It is especially sad to learn that Mrs. Conway was spending the winter in California and could not reach Regina in time to see her husband alive. She has been an invaluable assistant in the business and its remarkable success is in no small part due to her keen business ability. We extend to Mrs. Conway the sympathy of the trade on her sad bereavement.

"Bert," for so all implement men knew him, was born in Newburg, Ont., where his parents still reside. He came West about sixteen years ago, entering the saddlery business with the Great West Saddlery Co. of Winnipeg.

After serving this concern for some four years he joined the Tudhope-Anderson organization, covering territory for them. He was later transferred to the Regina branch, and travelled in southern Saskatchewan territory. Four years ago he decided that he would start business for himself, as a manufacturers' agent, and machine distributor. The large business which he built since 1914 testifies to the remarkable business ability of the deceased, and sad it is that he should be cut off at the outset of a promising career.

Bert was an optimist from the ground up. Cheery, likeable, energetic, many dealers will miss his happy personality and his heartening influence. He was a born salesman, and had every characteristic which makes for success in business. The funeral, which was taken charge of by the United Commercial Travellers, was attended by a large gathering of friends and business acquaintances.

Engine Man Visits West

Fred J. Cook, special representative of the New-Way Motor Co., Lansing, Mich., manufacturers of the New-Way engine was a recent business visitor to Winnipeg. Mr. Cook was arranging for Western Canadian representation for the New-Way line of engines. He reports that the company will have a large production during the year and that a great many New-Way engines have been sold to the U. S. government. This engine is designed for general purpose farm use and is also adaptable to any make of binder where it acts as a binder engine. It is especially suitable for electric light plants, and is made in a range of sizes from 2 to 12 h.p.

Cream Separator Traveller Sentenced

On Jan. 30th the court of the King's Bench in Winnipeg sentenced John Gilmour Young to two years in the penitentiary. After a case that has dragged on for months, Young pleaded guilty to stealing over \$1,000 from his employers, the De Laval Separator Company. The accused was arraigned and found guilty on eleven charges of forgery and theft in handling payments to his former employees. He was apprehended in Vancouver some months ago and taken back to Winnipeg for trial.

Only the man with money can afford to be lazy, and he seldom is. Get busy, brother.



More Work—and Fuel Costs Less than Feed

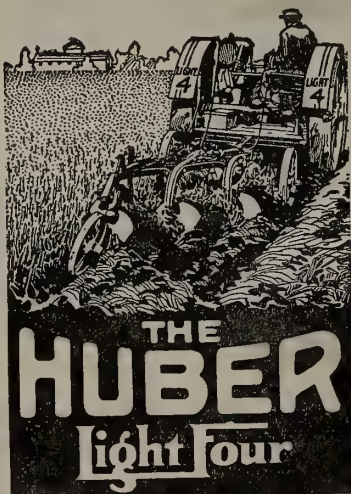
IN everyday use on hundreds of farms the Huber Light Four has proved its ability to do work economically. Fuel costs less than horse feed. The Huber costs nothing when it is idle. Time that would be used to take care of horses can be used for work that pays. The Huber works steadily without resting time.

In a competitive demonstration in Maryland a Huber Light Four plowed and disced a plot of ground with 61½ gallons of kerosene, while nine other tractors required from 95½ to 121½ gallons.

The Huber Light Four gives ample power for economical operation of a buzz saw, feed grinder, silage cutter, small thresher, corn husker and hay baler.

Write for the name of your nearest dealer and "Doing the Impossible", a booklet.

THE HUBER MANUFACTURING COMPANY
643 Center Street MARION, OHIO
Established over 40 years



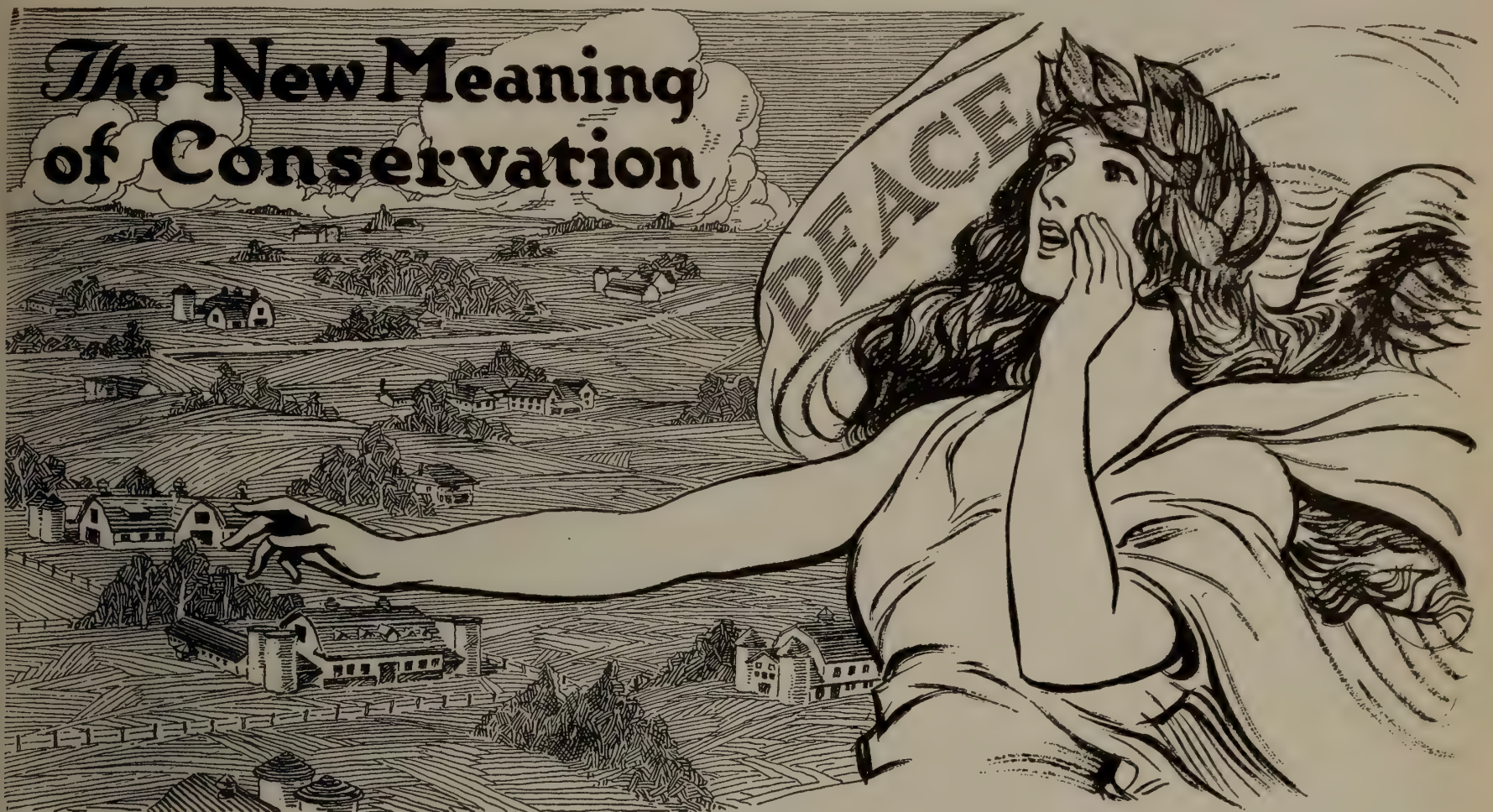
Here is Huber Economy

"I plowed 35 acres of blue grass sod at a cost in fuel and oil and labor at 86 cents an acre—and did the best work of any year since I've been farming." C. L. Mitch, South Vienna, Ohio.

"It costs \$20 a day to work two men and twelve horses in our neighborhood. We do the same amount of work with our light four for \$10." W. S. Foster, Gilman, Montana.

"With my Huber Light Four we filled six silos in 7½ days. We fill a 16 x 32 Silo on 18 gallons of kerosene." C. O. Malmquist, Road City, Minn.

In the 5,000 pound class; pulls three 14" plows; 12 h. p. at draw-bar; 25 h. p. at belt; Waukesha four cylinder motor; perfect radiator; Hyatt Roller bearings; burns gasoline, kerosene or distillate; center draft; two speeds 2¼ and 4 miles per hour.



The New Meaning of Conservation

The Greatest Hour of the Dairy Farmer

There are no substitutes
for Dairy Foods.

Now that the war is over, the farmer's responsibility and opportunity are greater than ever—for the North American farmer and dairyman must literally feed the world. It means greater production and getting the **most** out of that production. Waste is as unpatriotic now as it was during the war.

But there is many a farmer who would not think of planting a hundred rows of corn and only harvesting 95 rows, who is now using a fixed feed separator and wasting a good part of his butterfat through turning under speed. Even tho the proper separating speed is marked on the handle, tests show that 95 per cent of **all** separators are turned below speed. But when a Sharples Suction-Feed

Separator is turned below speed, it skims clean just the same—due to the patented suction feed. No other separator has this principle.

Sharples is the pioneer North American Separator—invented, perfected and preferred in North America. It is the product of the greatest factory of its kind in North America.

Above is part of a **full-page** Sharples advertisement appearing in national dairy papers. It points the way to the **Greatest Year** for the Sharples Dealer—and a great opportunity for **any** dealer. Write for details on the **Sharples contract**—the fairest, squarest, liveliest proposition for dealers. Address nearest office.

SHARPLES CREAM SEPARATOR

"Skims Clean at Any Speed"

Dairymen and Dealers are invited to make the Sharples Booth at the Dairy Show in Winnipeg their headquarters during their attendance, and see the demonstration of the Sharples Machines.

THE SHARPLES SEPARATOR CO., TORONTO, ONT.
REGINA, SASK.

THE MITCHELL & MCGREGOR HARDWARE CO., Brandon, Man., Distributors for Manitoba

Winnipeg Dairy Show and Convention, February 17 to 22

In connection with the thirty-third annual convention of the Manitoba Dairy Association, the first Dairy Show ever held in Canada will open on Tuesday morning, February 18th, and will continue throughout the week. The one big idea predominating at this show is to boost dairy farming and milk production. The farm machinery dealer who handles milking machines and dairy equipment of any kind shall be vitally interested in this show, for the display of dairy equipment will be singularly complete.

The largest exhibit of dairy products and machinery ever assembled in Canada, occupying over 7,000 square feet of space, will be shown. Everything in which progressive dairymen are interested, including milking machines in actual operation, cream separators, stable fittings, lighting plants, gas engines, farm tractors and a variety of other dairy utensils used on the farm will be there for demonstration.

The Manitoba government exhibit, which won the highest

award at the International Soil Products Show at Kansas City in 1918, will also be shown.

The educational features of the show will include something which has never before been attempted in Canada. A number of native grade dairy cows will be

ers after the judging has taken place. Over \$500 in cash prizes will be awarded at this exhibit.

Mr. Hugh G. Van Pelt, of Waterloo, Iowa, conceded to be America's greatest expert judge of a dairy cow, will give illustrated lectures on choosing dairy



Industrial Bureau Winnipeg, where Dairy Show will be held.

used to demonstrate actual development of the dairy strain.

Creamery butter and cheese exhibits from all parts of Canada will be open for inspection of visitors at convention headquarters

cattle, pointing out in a most interesting manner the characteristic parts which qualify the best producers.

Along with Mr. Van Pelt, the following dairy experts will take part in the convention and show:

Prof. R. M. Washburn, University of Minnesota;

Geo. H. Barr, chief dairy div., Ottawa;

C. Marker, Dairy Commissioner, Alberta;

Prof. K. G. McKay, professor of dairying, Saskatchewan;

L. A. Gibson, dairy commissioner, Manitoba;

Prof. R. W. Brown, professor of dairying, Manitoba Agricultural College.

The Convention of the Mani-

toba Dairy Association this year will be of unusual interest. It will be held in the Fort Garry Hotel, February 18th to 20th. On Thursday afternoon, February 20th, the Dairy Association meeting will unite with the gathering of the Agricultural Societies at the Royal Alexandra Hotel for a producers' session. The experts named above will address this joint meeting.

Six years ago Manitoba was a butter importing country. To-day the province is in a position to export approximately 4,000,000 lbs. of the finest butter in the world, and the prospects are that in few years Western Canada will become one of the greatest butter producing areas of the world.

There is a difference of more than 12 cents a pound wholesale between the value of creamery butter to-day than in 1914. In that year best creamery fetched 26½ cents, while 39 cents is now quoted, with special lots bringing 40 cents and over. The production of creamery butter in Manitoba during 1918 was a record as regards quality and quantity produced. It is estimated that more than 8,250,000 pounds were produced, of which 175 cars, aggregating nearly four million pounds, were available for export. Manitoba butter last year carried off highest honors at the Toronto Exposition and Dairy Show, held last September.

The dairy interests of Western Canada are to be congratulated on the formation of a National Dairy Council, which was recently organized at Ottawa, as the result of a resolution passed by the different associations throughout the Western provinces last year. The need for a national organization to protect the dairy industry was forcibly brought home to dairymen by the admission of oleomargarine into Canada as a war measure. Had the dairy interests been thoroughly organized at that time there would have been little chance for the manufacture and sale of oleomargarine in Canada.

There is a great work ahead of the National Dairy Council. The representation of the council comprises delegates from Dairy Associations in every province of the Dominion.

Things You'll See

The visiting dealers and farmers will have a week of education and interest. Among the sights offered at the Industrial Bureau will be:

Manitoba Government Soil Products Exhibit;

Demonstration Grade Dairy Cattle;

(Continued on Page 16)



Mr. DEALER

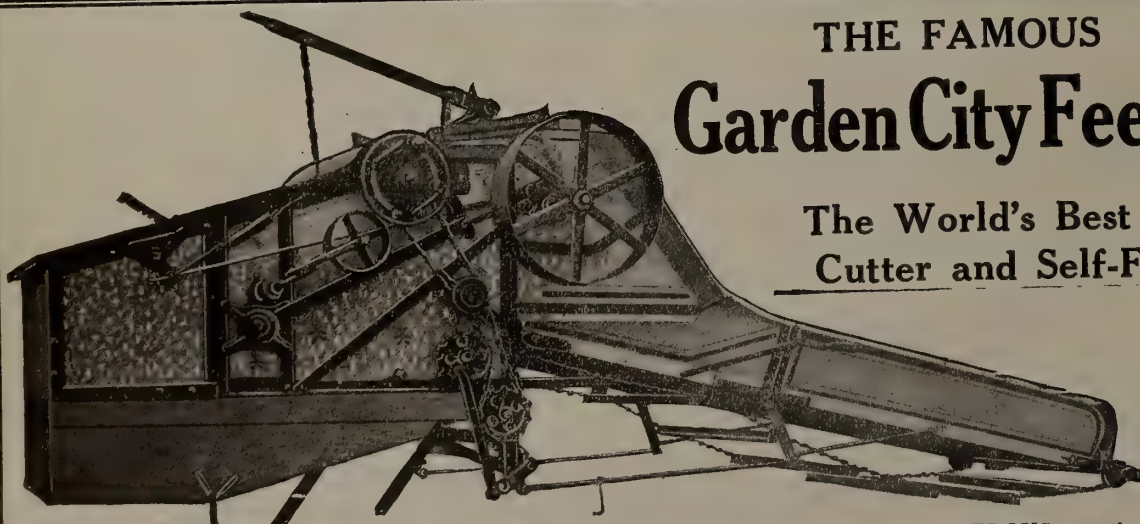
The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.



THE FAMOUS Garden City Feeder

The World's Best Band-Cutter and Self-Feeder

Every owner of a Threshing Machine **NEEDS** it. Why don't YOU sell it to him? **GENEROUS** commissions paid to **LIVE** agents No **DEAD** ones wanted

Ask any of the Following Firms for Contract:

THE GARDEN CITY FEEDER CO., LTD., Regina, Sask.

BRUCE DAVISON CO., Brandon, Man.
A. E. GARDINER, Saskatoon, Sask.

W. S. MUNROE CO., Calgary, Alta.
MART McMAHON, Lethbridge, Alta.

P.S.—We also sell the CASWELL ADJUSTABLE BELT GUIDE



Power:Plus For Hardest Plowing

THE Allwork Kerosene Tractor has more *power* for its weight than any other four-wheel tractor. As a *power-plus tractor* it is in a class by itself. No other tractor has as much *surplus-power* in its motor when pulling three plows. This is something the farmer looks for whenever he is buying a tractor—he wants power a-plenty and to spare for *all* field or belt work. You can give him real *buying reasons*, if you are selling the

Allwork

KEROSENE TRACTORS

BACKED BY 12 YEARS OF TRACTOR EXPERIENCE

In field work you can assure customers that an "Allwork" will pull three plows easily on hard, sticky, wet ground—and that it will just "walk away" with a 10-ft. double disc harrow and a two-section harrow *weighted down*. You can conscientiously promise it to furnish power to run a big separator, corn sheller, feed grinder and all kinds of belt machines. You can *prove* all these claims—and we will furnish you all the proof, that you can "lay on the table—face up" before all your prospects. That helps to convince and close sales.

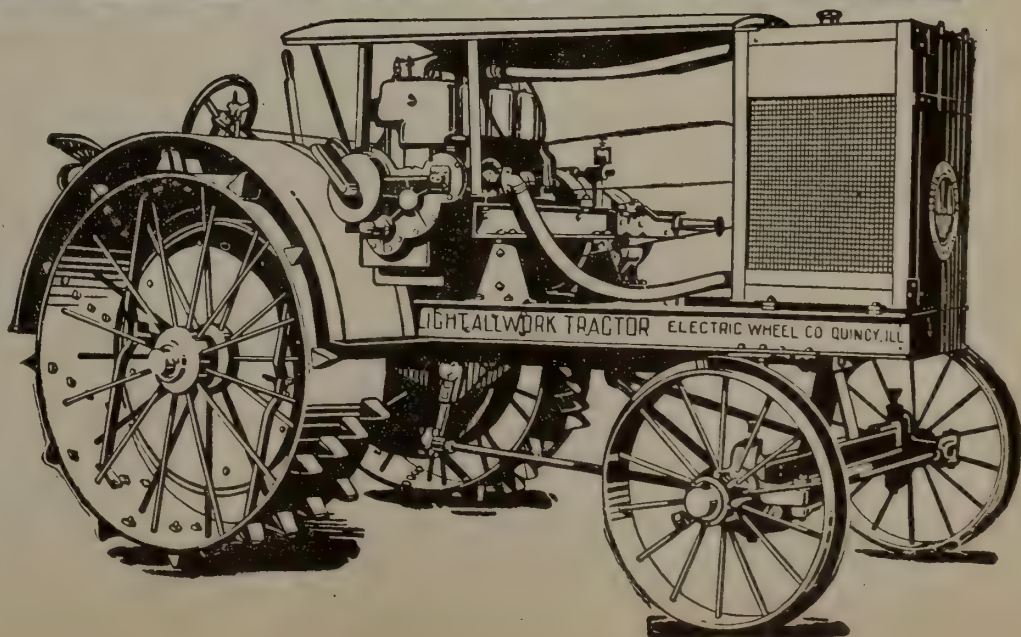
Our Dealer's Proposition Will Interest You

We invite inquiries from progressive dealers. Our proposition is certain to interest you, if you want to represent a tried and proved light tractor.

ELECTRIC WHEEL COMPANY

Box 327A

Quincy, Ill.



New Tractor Distributors

The Breen Motor Co., 704 Broadway, Winnipeg, have been appointed factory distributors for the Lauson 15-25 h.p. tractor, as manufactured by the John Lauson Mfg. Co., of New Holstein, Wis. The Breen organization will sell Lauson tractors in Manitoba and Southern Saskatchewan.

The new arrangement gives the Lauson organization a jobbing connection in all the prairie provinces. Northern and central Saskatchewan are handled by the Saskatchewan Lauson Tractor Co., of Saskatoon, and distribution in Alberta is taken care of by McClenaghan & Taylor, at

Lethbridge. With its many excellent mechanical features there should be a large demand for the Lauson 15-25 from Western Canadian Territory. Dealers and purchasers are assured prompt service from the provincial distributors above named.

Sawyer-Massey Line Enters United States

The Lininger Implement Company, Omaha, Neb., which recently take the agency for the Turner Simplicity tractor for the territory tributary to that city, have, according to the U. S. trade press, just concluded a contract whereby the Lininger organization becomes distributors through the western district for the Sawyer-Massey line of threshers,

made by the Sawyer-Massey Co., Ltd., Hamilton, Ont.

The report says: "The Sawyer-Massey Co. has the reputation of being the oldest thresher manufacturer on the American continent. The company began the manufacture of threshers in 1836. The Lininger people will handle the full line of threshers, but will specialize on the smaller separator. The threshers and tractors will be carried in stock both at the Omaha and the Sioux Falls warehouses."

During the implement dealers' convention at Kansas City, Jan. 14, 15 and 16, the Sawyer-Massey Co. exhibited their No. 1 Thresher in the convention hall. John Hoss and A. V. Nutt were in charge of the exhibit. This entry of one of the pioneer threshing machinery concerns in Canada into the Western States is of considerable significance. Reports say that the distributors have contracted for a large number of the Sawyer-Massey machines for sale during 1919.

Tractor Show at Minneapolis

The Northwestern Automotive and Industrial Exposition will be held in Minneapolis, Feb. 15-22. It will be staged in the remodeled Exposition building.

Every model of car manufactured in America will be on the floor. Farm tractors and trucks of nearly every make will also be on hand. Manufacturers and jobbers of the Twin Cities have signed for space in such numbers as to make sure of an industrial exhibit second to none. It is understood that more than 30,000 square feet of space has been contracted for by the manufacturers.

Canadian Harvester Organization Purchases Oliver Plant

The International Harvester Company of Canada has purchased the entire capital stock of the Oliver Chilled Plow Works of Canada, Ltd., located at Hamilton, Ont. This plant was the Canadian headquarters of the Oliver Chilled Plow Works of South Bend, Ind. In a statement to Canadian Farm Implements, the Harvester organization says:

"The International Harvester Company of Canada, Ltd., now owns the entire capital stock of the Oliver Chilled Plow Works of Canada, Ltd., at Hamilton, Ont., and has assumed control and operation of that property.

"Its operations will continue under the new ownership with the present personnel. The manufacture of the types of plows now made at Hamilton will be continued and the Harvester Com-

pany will market them as heretofore through its own organization."

For several years the Canadian branch of the International Harvester Co. has marketed the entire output of the Oliver plant at Hamilton. As owner of the business it will continue producing the same types of plows that have been turned out by the plant during that period, and will sell them as heretofore through its own organization in Canada.

Jackson Made Vice-President of E-B Company

Albert T. Jackson, formerly general sales manager of the Emerson - Brantingham Implement Co., has been elected vice-president of the Emerson-Brantingham Co., but will continue to generally direct the sales policies of the company.

Mr. Jackson has been connected with the E.-B. Company for ten years. For three years he was secretary of the Emerson Carriage Co. When the merger was consummated he became manager of the vehicle and wagon division of the company. He was next made assistant domestic trade manager and then general sales manager. He was elected a director of the corporation to fill the vacancy caused by the death of the late Ralph Emerson.

We quote from Mr. Brantingham's letter announcing Mr. Jackson's election: "The directors feel that this is a very just recognition of his sound judgment, ability, tireless energy and constant loyalty to the company's interests for many years. Mr. Jackson was a salesman before coming with this company in 1908. His methods were always clean, aggressive and reliable, all of which helped to make him then and now a genuine business getter."

The Emerson-Brantingham Co. at present is officered as follows: President, Charles S. Brantingham; vice-president and general counsel, Edward P. Lathrop; vice-president and general sales manager, Albert T. Jackson; secretary and treasurer, J. W. McLachlan; assistant secretary and treasurer, Cecil F. Sanders.

Avery Tractor Schools

The Avery Company, Peoria, Ill., reports that they intend to hold approximately six hundred service schools in the branch house and distributors' territories this winter. These schools will not be merely sales schools, as some of the service schools put on by other companies. It is the intention to impart real information in regard to the care and operation of tractors in general.

LONDON CONCRETE MIXER
No. 6
equipped with "NOVO" DUST-PROOF GASOLINE ENGINE.
Capacity 6 cu. ft. per batch or 60 cu. yds. per day. Mixes any kind of concrete or mortar. Especially suitable for any kind of work requiring a portable machine. Saves the price of itself the first 30 days it is in use. Send for catalogue No. 1-B.
London Concrete Machinery Co. Ltd.
Dept. K., London, Ont.
World's Largest Manufacturers of Concrete Machinery



PATENT
YOUR INVENTIONS
Send direct to Ottawa for free patentability report and booklet "Patent Protection" Clients' patents advertised in the "Patent Review."
Harold C. Shipman & Co. PATENT ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

Announcement to the Trade

The implement business of the late Bert Conway, Regina, will be carried on, as heretofore, by the Bert Conway Estate. We solicit your business and assure dealers the same high-grade goods and prompt service which have been associated with our name during the past four years.

Lines That Pay the Live Dealer.

Ask for
Catalogue
and
Price
Lists

Viking
Separators
Heney
Harness
Conway
Buggies



Every Item is a Money-Maker for You

Our lines are especially built to meet the demand for quality goods at a reasonable price. Quick sellers in any territory, our lines have a Dominion-wide reputation. Investigate our full line. We guarantee prompt shipment of:

Conway Line Buggies; Munro & McIntosh Buggies
Heney Harness and Blankets; Viking Cream Separators
Woodstock Wagons and Sleighs
Ford Commercial Bodies in all types

Prompt Shipment from Stocks at Regina

Handled in Saskatchewan exclusively by

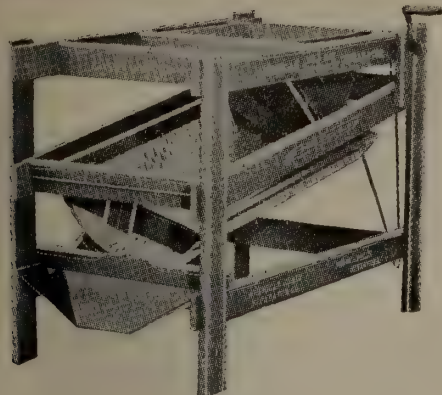
THE BERT CONWAY ESTATE

Corner Albert and South Railway Streets

Box 33, REGINA, SASK

CUSHMAN

Pay us a visit during Winnipeg Bouspiel. Our full line will be on display. Take a Logan West car to Vine Street. We'll be glad to see you.



American Wild Oat and Barley Separator and Cleaner

Not a fanning mill or cleaner, but the only real wild oat separator that absolutely removes wild oats from tame oats and barley. The only machine that separates and grades in one operation. Patented slats distribute a thin, level layer of grain over the full surface of the sieve. Ask for literature.

Dual Grain Cleaner and Separator

Made in two sizes, 24 and 32-inches wide. Has three times the capacity of old type mills of equal width. Has double screening surface, so that a thinner run of grain passes over screen. Patented cut-off feature increases capacity 60 per cent over other machines without such equipment. Write for bulletin.



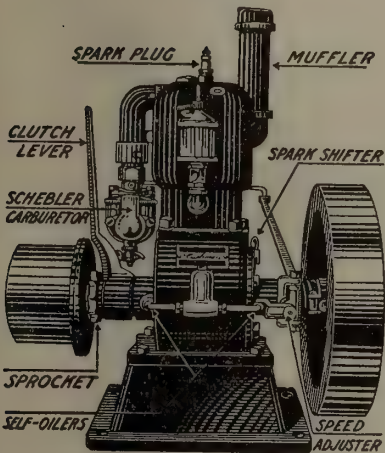
Cushman Light-Weight Engines

Made in Sizes:

From 4 to 20 H.P.

Operates fanning mills, grain binders, potato diggers, manure spreaders, etc. Works more steadily and quietly than any other engine because so well designed and built. Equipped with Throttle Governor and Schebler carburetor. Many dealers are selling from 15 to 50 Cushmans a year in addition to heavy engine business. Ask for agency proposition.

THE ORIGINAL AND SUCCESSFUL BINDER ENGINE



4 H. P. Cushman. Weighs only 190 Lbs.

THE AUTOMATIC GRAIN PICKLER

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated. The most efficient automatic pickler on the market. Get one on your floor for spring business. Good stock on hand.



Ask for full particulars of our improved 1919 Model

The LINCOLN 24x46 Separator

The Perfect Thresher for use with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market.

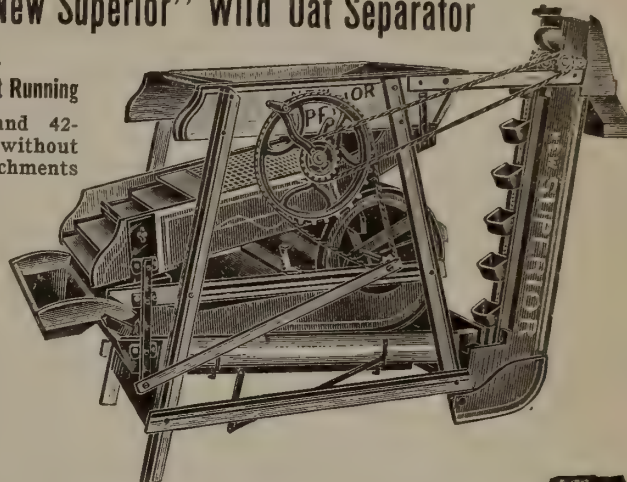
The Lincoln "New Superior" Wild Oat Separator

Will Get You the Trade.

Strongest Built—Easiest Running

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired.

Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



Lincoln Smut Cleaners

Ensure Clean Seed and Big Yields

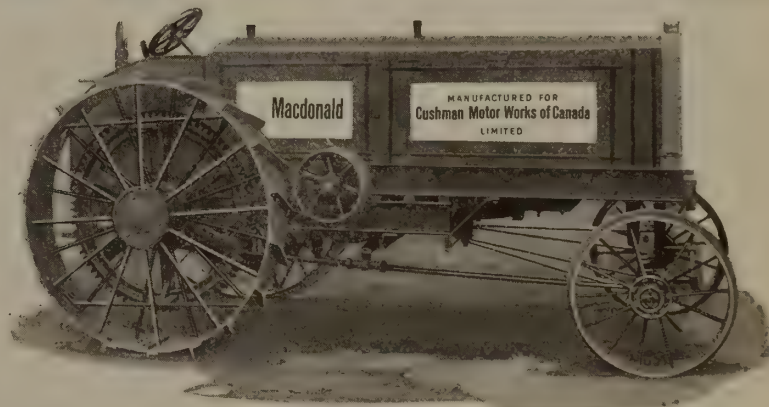
Sold on a positive guarantee to prevent smut. No. 3, handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN TWO SIZES



Write for Prices and Full Particulars

The Macdonald 12-24 H.P. Tractor



Handles 3 plows under ordinary conditions and 4 in light soil. Motor 4-cyl., 4-cycle 4 3/4 x 6-inch. 750 to 800 r.p.m. Develops 28 to 30 h.p. at belt; 12 to 15 h.p. at draw bar. Weight 6500 lbs. The best light tractor made in Canada. Ask for full particulars and agency offer. Write to-day.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

THE CUSHMAN AGENCY GIVES YOU A COMPLETE LINE

We are Exclusive Selling Agents for: Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners—Automobile Accessories, etc.

Winnipeg Dairy Show

(Continued from Page 12)

Working Exhibits of Milking Machines, Separators, Churns, Electric Lighting Plants, etc. (the largest demonstration ever held in Canada);

Dominion Government Cow Testing Work;

Government Display Model Dairy Barn.

Included in the prize list are nine grand championship trophies and more than a score of other championship prizes. In a great measure utility is the outstanding feature of the prizes, ornamental silver cups, shields, etc., being not numerous.

Among the exhibitors at the show will be the following dairy machinery and supply concerns: The DeLaval Company, Ltd., Winnipeg R. A. Lister Co. (Canada), Winnipeg Swedish Separator Co., Chicago. Robinson-Alamo, Ltd., Winnipeg Empire Cream Separator Co. of Canada, Montreal

Petrie Mfg. Co., Winnipeg Sheet Metal Products Co., Winnipeg Toledo Scale Co., Winnipeg Western Canada Motor Co., Winnipeg Ford Motor Co., Ford, Ont. Davis, Watkins Co., Denver, Co. J. G. Cherry Co., Cedar Rapids, Iowa Northern Electric Co., Winnipeg Farblen & Weir, Winnipeg C. Richardson & Son Creamery Package Co., Minneapolis, Minn.

IMPLEMENT BUSINESS FOR SALE

Good locality in Sask. Two A1 Agencies. Business, 1918, \$23,000; increasing. Selling on account of ill-health.

PRICE \$7,000

Apply to BOX 5,

CANADIAN FARM IMPLEMENTS
WINNIPEG, MAN.

Breen Motor Co., Winnipeg
Canadian Milk Products Co., Toronto
McClary Mfg. Co., Winnipeg
Thos. Davidson Mfg. Co., Winnipeg
J. B. Ford Company, Winnipeg
Canadian Ice Machine Co., Winnipeg

The National Tractor Show

The Fourth National Tractor Show, which will be held at Kansas City the week of February 24 to March 1, has received the unanimous endorsement of the Show Committee of the National Implement and Vehicle Association. This is the first show to receive the official endorsement of the show committee and is practical evidence that the big manufacturers of tractors and tractor accessories realize the importance of the National Tractor Shows held each year in Kansas City.

Cushman Distributing a Canadian-made Tractor

The Cushman Motor Works of Canada, Winnipeg, have been appointed Western Canadian distributors for the Macdonald 12-24 h.p. tractor, manufactured by the Macdonald Thresher Co., Stratford, Ont. This tractor, which has proven its value in the East, is of exceptionally good design. The engine is a Doman, 4¾ x 6 inch stroke, running from 750 to 800 r.p.m. The Macdonald uses gasoline or kerosene, and has a Linga carburetor, a type with many good features. Ignition is by Dixie magneto, with impulse starter. The lubrication is circulating splash and internal force feed.

In the Macdonald tractor the transmission is of the sliding friction type. There are no gears in mesh when on belt work, the drive giving a great variety in speeds.

The company states that the 28 to 30 h.p. delivered to the belt pulley will operate a 32-inch separator with all attachments. The speed variation, from the friction drive runs from 1¾ miles an hour on low to 3½ miles an hour on high, and at any intermediate speed the operator desires. The steering equipment is automobile type, the machine turning in a 12 ft. radius. The wheels are of unusually strong design, 49 x 10 inches behind; 28 x 6 inches in front. Hyatt roller bearings and ball bearings are features in the design. Cooling is by a Perfex radiator, pump and fan. The Macdonald tractor is 10½ ft. in length, 6 ft. wide and 6 ft. high. The shipping weight is 6,500 lbs. Interested dealers can obtain full particulars from the Cushman Motor Works of Canada, Winnipeg.

Cockshutt Men Going to Europe

During February, Colonel H. Cockshutt, president, accompanied by Geo. Wedlake, head of the experimental department of the Cockshutt Plow Co., Brantford, Ont., will leave Canada for an extended visit to Europe, during which they will investigate the demand for Canadian made farm machinery. They will spend some time in England, crossing to Belgium and France, and thence to Algeria in North Africa.

U.S. Wagon Standardization to Continue

It will be of interest to the farm machinery trade in Canada to learn that U.S. manufacturers of farm wagons and trucks have determined to adhere strictly to their plans covering the adoption of 56 inch track and 38 inch width

of beds throughout the United States, and it is not improbable that these standards will also be adopted in Canada.

This farm wagon standardization brings all types of vehicles to one standard width of track, namely, 56 inch center to center of tires on ground, or what is more generally known as "automobile track."

It provides for one width of box, namely, 38 inch between bolsters; and for two combinations of wheels, namely, 40-44 inches and 44-48 inches high with an assortment of suitable widths of tires. All other changes are of a minor character and do not alter to any great extent what have previously been constructed.

The manufacturer, under wagon standardization, ties up less capital in materials and manufactured stock. He gains in factory operations, because of uniformity. The dealer will share in these economies for in time the result will be a lowering in wagon prices. The consumer gets a wagon that is standard in every respect.

Why?

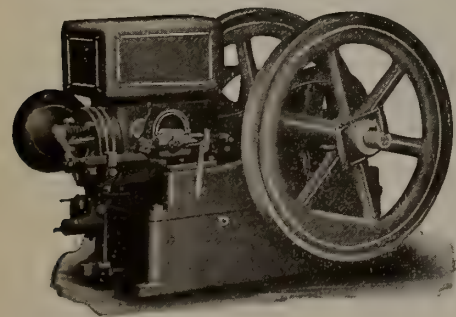
It's strange, in these days of shortage in supply in the tractor business, to see the following advertisements sitting in company in one issue of a large western daily newspaper:

FOR SALE—FORDSON TRACTOR, IN good shape, will give a demonstration any mild day. For price write G—J—, Sandford, Man.

FOR SALE — FORDSON TRACTOR, nearly new, or will trade for horses. Percherons preferred. D—C—, Loughheed, Alta.

As the brainy gentlemen who write interest compelling advertisements say—"There's a reason!"

Don't wait for trade—hustle.



JUMBO Kerosene- Gasoline ENGINES 3, 5 and 7 H.P.

JUMBO ENGINES PUT NEW LIFE INTO ENGINE BUSINESS FOR THE DEALER

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in every district.

Low-Priced—Dependable—Quality Construction

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by Nelson Brothers Company Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG REGINA SASKATOON CALGARY

RAPID-EASY GRAIN GRINDERS The Famous Line of Machines

DEALERS: Shall you visit Winnipeg during the Bonspiel, Feb. 10--22? Call on the John Deere Plow Company and see the FLEURY LINE of real business building machines.

A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat)	2½ to 5 H.P.
No. B—8¼ " " " "	5 to 10 H.P.
No. B—10 " " " "	6 to 12 H.P.
No. C—9¾ " " " "	Mill Head
	Custom Work 5 to 12 H.P.

CUSTOM MILLS:

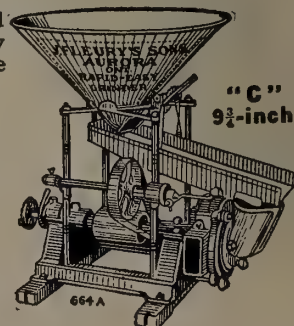
No. D—10½ inch Plates (Flat)	8 to 14 H.P.
No. D—11 " " " "	8 to 16 H.P.
No. 7—13 " " " "	15 to 25 H.P.

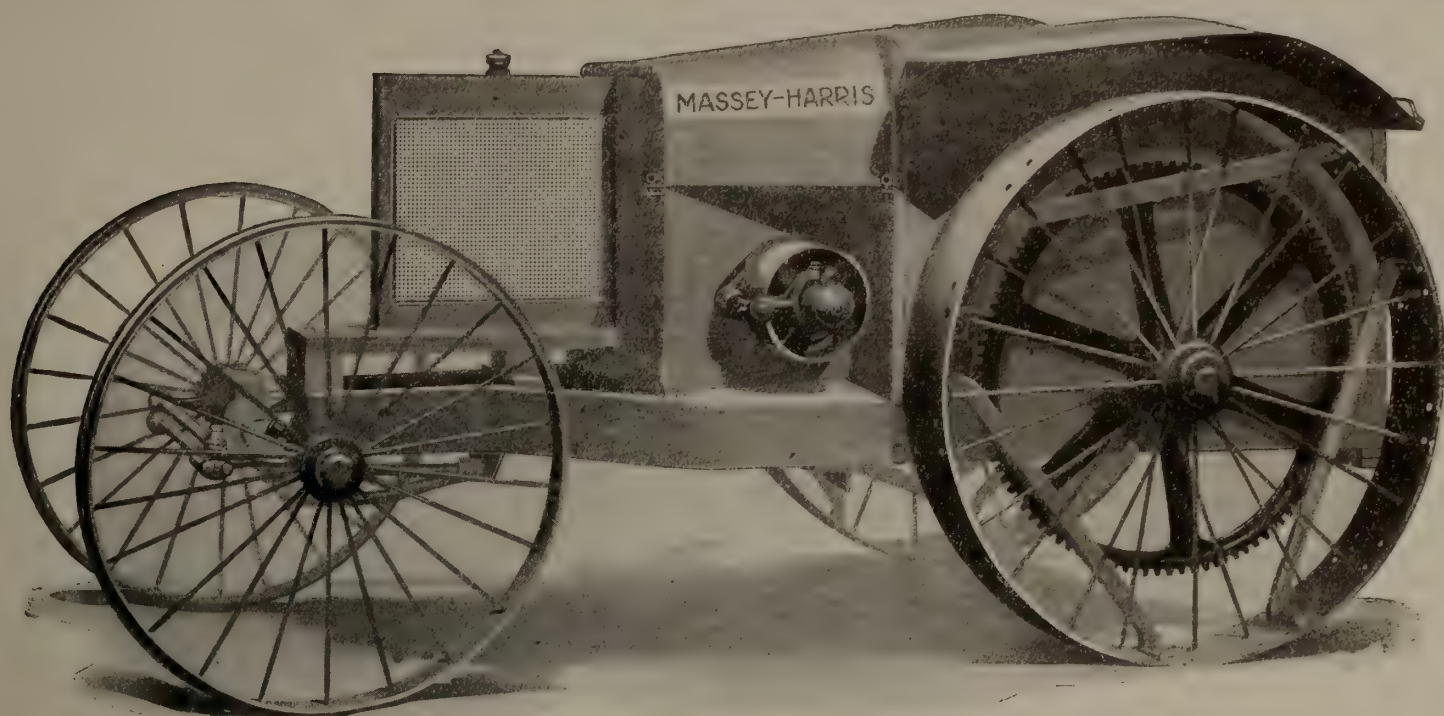
J. FLEURY'S SONS .. Aurora, Ontario

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: THE JOHN DEERE PLOW COMPANY, LIMITED

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge





A Tractor Built By Those Who Know The Farmer's Needs

THE increased demand for tractors during the past few years has, naturally, induced many to enter the field, with the result that the number of tractors on the market is legion, and on the surface it would appear hard to choose among them.

A safe rule to apply is to select a machine built by an old-established firm, with a knowledge of farm methods and the implements required. And by choosing a tractor which is part of a complete line of implements, there is no divided responsibility.

Over 70 years experience in the building of farm implements should mean a lot, and it does, for Massey-Harris Implements are recognized as the very best that can be produced.

To you, as an agent, the name Massey-Harris means a full line of high-grade implements, with the name known all over the world and being made better known by liberal advertising in the farm papers.

The Massey-Harris Line is easy to sell—each machine sold helps to sell another

MASSEY-HARRIS CO., LIMITED, Toronto

Branches at Moncton, Montreal, Winnipeg, Regina, Saskatoon, Yorkton,
Swift Current, Calgary, Edmonton

Transfer Houses at Vancouver and Kamloops, B.C.

Case Tractor Climbs Mountain

A remarkable test of a tractor was made recently by the Case 10-18 on a trip up Wilson's Peak, pulling a heavy load, the Case being the first tractor ever attempting the ascent of a mountain in Southern California. The trip was a wonderful success.

The machine used was a stock 10-18, equipped with solid rubber tires. It pulled a farm wagon

loaded with nine persons. The wagon and human freight weighed 3,063 pounds. The tractor proceeded on high gear all the way up, the time taken in the ascent being two hours forty minutes, an average of nearly $3\frac{1}{2}$ miles per hour. The time going down was two hours twenty minutes.

At no time did the water in the radiator boil, and about a pint was consumed in the trip. The

steepest grade was 10 per cent. Neither the carburetor nor governor were changed during the trip. No parts needed adjusting.

Five and one-eighth gallons of distillate were used on the trip up and four and a half gallons going down. The clutch brake on the belt pulley held the machine in good shape when necessary on the down hill trip. The tractor used only three quarts of oil on the entire trip. This unique de-

monstration was valuable in that it showed the reliability, safety and cooling capacity of the modern farm tractor.

Prices of Dairy Machinery to Remain High

In a recent issue of their house organ, the Sharples Separator Co., West Chester, Pa., point out that what most concerns the dealer in cream separators at the present time is this:

"What can we expect in the way of production of machines and prices for these machines?"

The company states that they know that a great many farmers are under the impression that prices of farm machinery are due to drop and, as a consequence, they are putting off buying separators, milkers and other farm machinery in the hope that they may be able to buy at less cost this coming spring. We can say, comments the writer, with a great deal of assurance and most emphatically, that farmers can expect no material reduction in prices for some time.

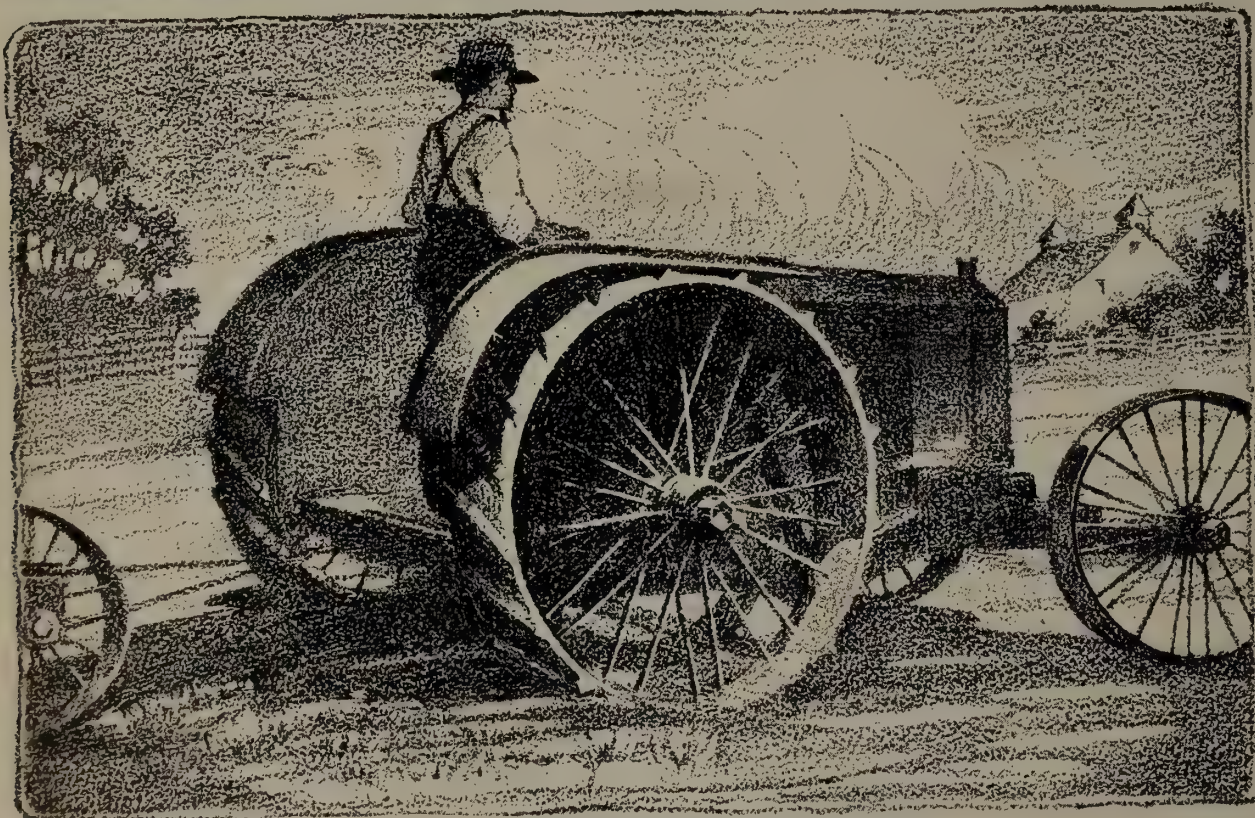
Practically all of the separators, milkers and other farm machines that are on the market to-day have been built during the past year or more, at a time when material and labor costs were extremely high. Production for the next few months will be based on material bought at the present high prices and it is folly to expect labor costs to decrease to any appreciable extent for some time.

Then, too, production has been decreased on account of the shortage of materials and, at this time, a tremendous world-wide demand is opening up so that the laws of supply and demand will naturally regulate a high level of prices.

Tariff Revision Probable

Press despatches from Ottawa hint that important tariff revisions will feature in the budget at the coming session of parliament. It is stated that tractors with a factory value of less than \$1,400, duty on which is now rebated, will be placed on the free list; that the war tariff of $7\frac{1}{2}$ per cent preferential, will be removed; and that the duty on agricultural implements generally will be reduced to $12\frac{1}{2}$ per cent. Should these rumors prove to be true it is evident that new methods of taxation to make up for revenues lost will have to be devised. Looks as though the protests of organized agriculture are having at least a hearing at Ottawa.

Line up your repair orders.



TRACTOR performance is carburetor performance—*everlastingly and always*. The best tractor made is no more efficient than its power plant, and no engine is a good engine unless it has a good carburetor.

Every dealer knows that his sale is not completed when he delivers the machine. It must stand up to the work; it *must* give service.

KINGSTON carburetors have made good. They are known where good tractors are known. They put *proved performance* back of your

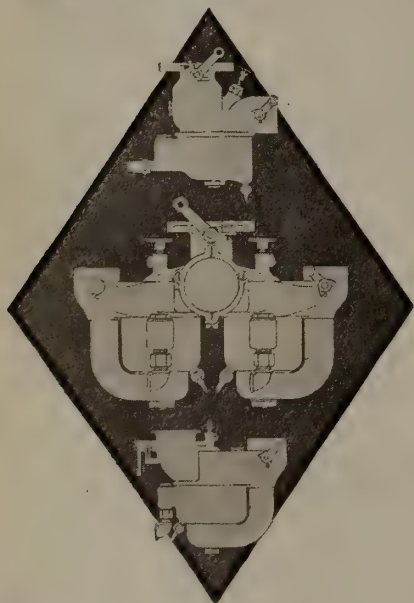
statements of tractor efficiency.

The chances are that the tractors you handle are already KINGSTON equipped. That means a big sales advantage to you. More than 75 per cent of all the tractors now being manufactured are KINGSTON equipped.

Write for the Booklet that Explains Why

Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street



Avery Service Schools in Western Canada

I. J. Haug, manager of Canadian Avery Co., Ltd., Winnipeg, announces that Avery Service Schools will be held at the following points between the dates given: Dauphin, Feb. 3-5; Saskatoon, Feb. 10-12; Regina, Feb. 13-15; Winnipeg, Feb. 19-21.

Everyone interested in tractors is welcome at these schools and the tuition courses are free. This should be an excellent opportunity for Avery dealers to get prospective purchasers of the Avery tractor to visit the schools and secure first hand information on tractor operation and maintenance.

Representative of Large Export House in West

W. H. Parker, one of the partners in Chipman Limited, the large export house of New York, recently spent a few weeks in Winnipeg. Mr. Parker's firm are exporters for the Whitney 9-18 h.p. tractor, manufactured by the Ohio Mfg. Co., at Upper Sandusky, Ohio. They intend to appoint Western Canadian distributors for the well-known machine, and also have arrangements well under way whereby another tractor will be manufactured right in Western Canada to meet the tractor demands of this area. In our next issue we hope to give full particulars of this manufacturing arrangement. Mr. Parker, who reports the great success of Whitney tractors in Eastern Canada, has gone west to Vancouver.

Export Manager for Holt Mfg. Co.

The Holt Manufacturing Company announces the appointment of Sutherland G. Taylor, Jr., as Export Manager. Mr. Taylor assumed his duties at the Peoria Plant on January 1st. For several years Mr. Taylor was Vice-President and New York Manager of Cyrus Robinson & Co., Engineers and Exporters of New York.

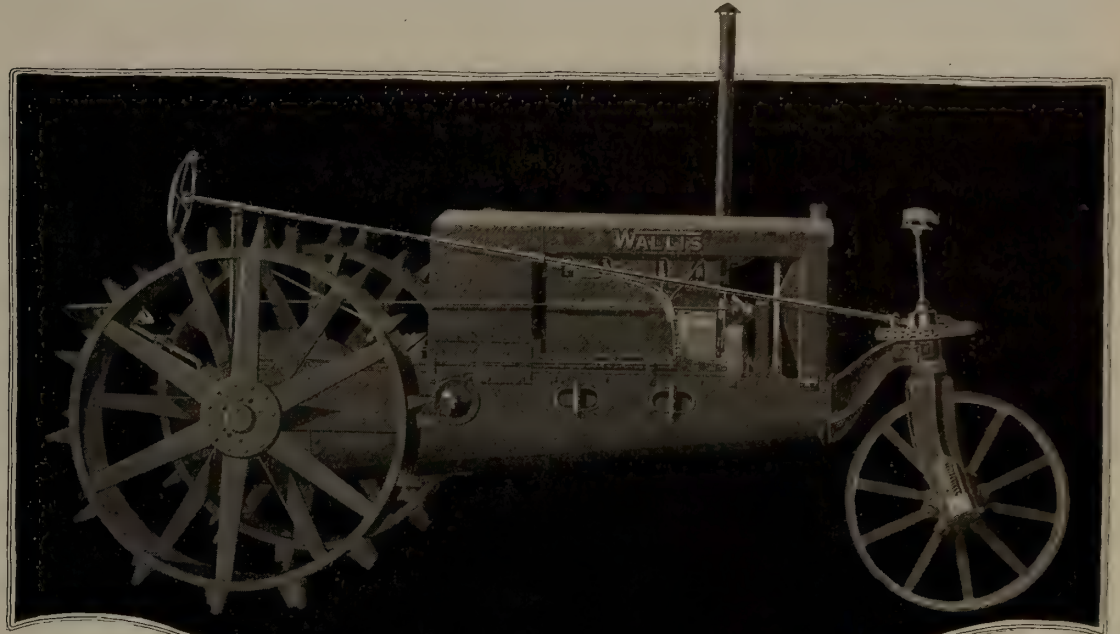
Modern Tractor Steel

In the manufacture of the tractor electric steel is rapidly becoming an important material. These electric steel castings are now being used in place of forgings with complete success. Uniform density is an important feature of electric steel. Practically none of the impurities enter the electric steel casting that are found in ordinary castings, which accounts largely for its superior

strength and freedom from flaws. Examples of the application of electric steel are found in the unit frames now employed for tractors, where part of the casting may be

the lower half of the crank case, or the transmission and axle housings. By the use of multiple spindle drills it is possible to bore the bolt holes in one operation

with great accuracy, which results in cutting the time and cost of assemblage to a fraction of its previous figure. This leads to lower cost per machine.



WALLIS

America's Foremost Tractor

Lowest in Final Cost

First costs are deceiving. Many a low priced tractor wears out too quick. Many extremely costly machines cost too much for the work they do and the fuel they consume.

The real test of a tractor's worth is the cost per year of service over a period of years.

The Wallis has reduced the cost per acre plowed to the lowest point ever known. This is why dealers can sell the Wallis as fast as the factory can make them.

This advanced type tractor is now more solidly entrenched than ever as the "foremost" tractor. It delivers 50% more power at the drawbar than other tractors of the same rating—at a saving of one-third in fuel. This tremendous power delivery is due to

the elimination of 1,000 to 5,000 lbs. of needless weight and such advanced mechanical refinements as all-enclosed gears, rear axle drive, new type drive wheels.

The Wallis is America's foremost tractor by virtue of service rendered its owners. This service proves that the Wallis does more work at less cost, which is the true estimate of economy.

A distinct prestige attaches to dealers who sell the Wallis, which insures a profit. Sales are made easier because of our liberal advertising which includes all the Western Canadian farm journals and dealer helps.

Dealers are invited to write for our proposition. Now is the time.

J. I. Case Tractor Plows

The J. I. Case "Enicar" Tractor Plow has successfully met the demands for a modern, light-weight, power-lift plow, because of its ability to stand up under the most severe plowing conditions. The draft is exceedingly light, making the plow a light load for any tractor. The weight is evenly divided on the three wheels, taking all pressure off the bottoms. Equipped with the famous J. I. Case dust-proof, long distance bearings—a strong selling feature. J. I. Case tractor plows are the result of more than 40 years specialized experience. Ask for literature and particulars.



Should you visit Winnipeg during Bonspiel we will be glad to have you visit us at 300 Princess Street. Wallis Tractors and J. I. Case Tractor Plows merit your personal investigation.

The CANADIAN FAIRBANKS-MORSE CO. Limited
SASKATOON WINNIPEG CALGARY

The Cockshutt Catalog

We are in receipt of the western edition of the 1919 catalog of the Cockshutt Plow Co., of Winnipeg, Regina, Calgary and Saskatoon. With over seventy pages, this publication covers the complete Cockshutt line, and should be a valuable addition to the files of Western Canadian dealers. The color scheme of the cover is especially attractive, and the many illustrations on fine coated paper show the many varieties of machines manufactured by the company to advantage. A handy index gives ready access to all the types of machines. Among the lines illustrated and described are: Cockshutt tractor plows, both disc and moldboard; walking, sulky and gang plows; pulverizers, disc harrows, grain drills, cultivators, corn planters,

potato machinery, drag harrows, manure spreaders, binders, haying machinery, grain cleaners, hay presses, gasoline engines, feed grinders, vehicles, etc.

Reduction of Machine Types

In the United States, before the war, 226 types and sizes of steel walking plows were made. The Government's elimination program reduced these to thirty-nine. Of forty-seven types of wheel plows fifteen were left. Four tractor plows were eliminated. Of the 788 sizes and kinds of corn and cotton planters manufactured before the war, the government authorized only thirty-one. And so on throughout the whole line of farm equipment the variety was reduced with the hearty co-operation of every branch of the trade.

Free Tractor Service

At a recent convention of implement dealers in the United States, a question was asked as to what amount of free service a dealer could safely furnish to tractor customers.

Some dealers said that this depended on conditions; others maintained that free service should only be given in case of mechanical defects or poor adjustment. The majority of dealers, however, conceded that a certain amount of free service must be given, but that the dealer should watch this item of cost carefully. One dealer stated that free service rendered by him had cost him in one season an amount equal to 3 3/8 per cent of his tractor volume. This was considered too high, of course, in view of prevailing discounts.

The line should be drawn as to where free service and free repairs cease. A standard tractor, properly started in the field and with about two or three visits closely following, should constitute the free service, and no gratis repairs should be allowed except on account of defects that should show in thirty days, which is sufficient time to test the machine thoroughly, and develop any weaknesses that may exist.

Rural Credits Good for the Merchant

In Manitoba during 1918 ten Rural Credit Societies loaned approximately \$250,000 to farmers. The Rural Credits Act in Manitoba specifically states that among other things, such as the purchase of seed, feed and supplies, the purchase of farm machinery is a feature in the ramifications of the act.

Once a farmer becomes a member of the Rural Credits Society then he no longer undertakes any credit purchases. He borrows from the society at seven per cent, according to his need and pays cash to the dealers for everything he buys. The system of cash discounts in vogue often enables a farmer to make a clear profit in this way, especially on machinery and implements.

Denmark Making Binder Twine From Paper

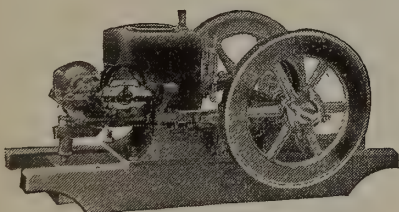
During last summer four factories in Denmark have undertaken the making of binder twine from paper. Their combined output was not sufficient to take care of the harvest requirements, due to lack of capacity and the late start made as regards production.

The Paper Binder Twine is wound in balls exactly as is the Sisal Twine. It can be used in most but not all of the harvesting machines, now in general use. The "knotter" or knot-tying device, on some of the harvesting machines does not take this Twine, either breaking the Twine in the process of tying or else not making a knot at all. This Paper Twine is selling at \$4.50 crowns per kilo, which is about 55 cents per pound. The retail price of Sisal Twine before the war was \$0.85 crown per kilo, or about 10 cents per pound in Denmark.

The dealer who is always getting mad seldom does much in the way of getting ahead.

Your competitor may be a pretty punk specimen, but did you ever ask him for his opinion of you?

Dealers: In 1919 Represent the Line Made in the West for Western Farmers



1 1/2 H.P. Gasoline Engine

The "MANITOBA" Line

The dealer believes in keeping trade at home. He also must realize the importance of supporting Western Industries, so as to increase Western Canadian prosperity.

In the Manitoba line we offer you a class of machinery equal in efficiency, quality and price to any similar goods you can purchase anywhere on the continent. To meet and beat direct-selling competition, Manitoba machinery is your greatest opportunity. We manufacture:

Gasoline and Kerosene, Portable and Stationary Engines; Windmills; Pumping Outfits; Wood and Iron Pumps; Feed Grinders; Roller Crushers, Etc.

The Home of the "MANITOBA" Line

1 1/2, 2 1/2, 4 1/2, 7 and 9 H.P. Gasoline Engines, equipped with Webster Magneto, variable speed, etc. Not only good engines, but good sellers.

Stationary Kerosene Engines in 6, 8, 10, 12 and 14 H.P. sizes. Have Webster magneto and friction clutch pulley. Finely adapted for combination threshing outfits and all farm requirements.

Portable Kerosene Engines in 6, 8, 10, 12 and 14 H.P. sizes. With Webster magnetos and on heavy steel trucks. Great surplus power. A line that will increase your profits and prestige.

Ask for Catalog, Price Lists and Full Particulars

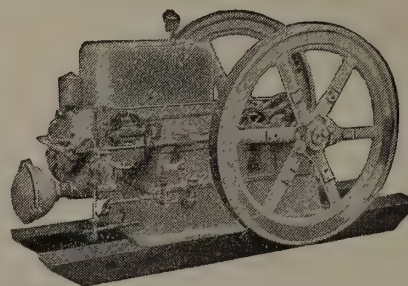
"Manitoba" Windmills

Made in All Sizes

No windmill line is more complete than the "Manitoba" Steel Mills in sizes 5 ft., 8 ft. and 10 ft., with 3 or 4 post towers for 8 and 10 ft. and 3 post tower only for 5 ft. size. Girted every 5 1/2 ft. Furnished with side ladders. Height of towers: 20, 31, 42 and 53 ft. Ask for special windmill literature. This is a profitable line for every dealer. We supply complete Pumping Outfits for any depth of well. Don't delay—write us at once.

Manitoba Engines, Limited

BRANDON, MAN.



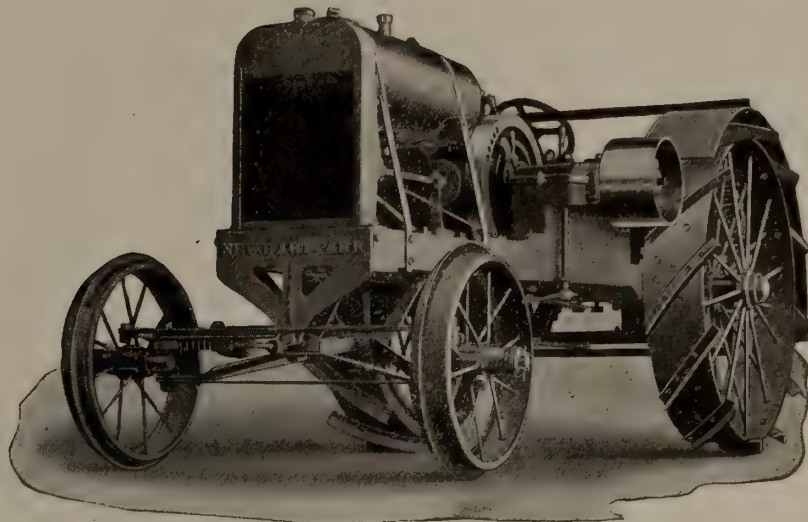
Stationary; Throttle-Governed; Kerosene Engines



10 ft. Vaneless Open Wheel direct stroke mill for same towers as used with steel mills.



This illustrates our vaneless wood wheel out of the wind.



From Factory to Farm Without a Stop

A STEADY stream of New Hart-Parrs can pass through your hands without a stop--that is how fast New Hart-Parrs sell.

Dealers deliver hundreds of New Hart-Parrs directly from the cars.

Each New Hart-Parr gives you a handsome commission--and then, too, selling like New Hart-Parrs sell reduces your overhead and nets you more profits.

The reasons for these quick sales are obvious--farmers are demanding

The New **HART-PARR**

Because it has that abundant power they demand for all tractor jobs. Then in addition it has an ever-ready reserve so necessary for emergencies.

Because the New Hart-Parr burns kerosene as successfully as gasoline tractors burn gasoline.

Specifications

POWER—Pulls three plows. 30 H.P. on belt. Tested at the last National Plowing Demonstration at Salina, Kansas, developed over 31 H.P. at 732 R.P.M.

MOTOR—2 cylinder twin, 4 cycle. Valve in head. 750 R.P.M.

TRACTOR FRAME—Cast steel, one piece. No bend, no twist.

CARBURETOR—New Dray kerosene shunt.

BEARINGS—SKF and Hyatt.

SPEEDS—Two forward; one reverse.

TRANSMISSION—Selective sliding gear.

COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.

LUBRICATION—Force feed.

Because it is as simple, as sturdy, as durable as the old, reliable Hart-Parrs so famous for years.

Because the New Hart-Parr is the sum total of the long experience of the Founders of the Tractor Industry.

Can you afford not to turn your money fast?

Then get in touch with us at once.

**OUR CONTRACT IS A MOST
.. .. DESIRABLE ONE**

HART-PARR COMPANY

Founders of the Tractor Industry

735 LAWLER ST.

CHARLES CITY, IOWA.

With the Manufacturers

The Grafton Threshing & Silo Co., Ltd., of Grafton, Ontario, has obtained a charter.

The Townsend Mfg. Co., of Janesville, Wis., has increased its capital stock from \$125,000 to \$175,000.

The Studebaker Corp., South Bend, Ind., contemplates the construction of a large modern automobile plant in connection with the South Bend works.

At the request of C. B. McManus, general manager of the company, the Interstate Tractor Co., of Waterloo, Ia., has been placed in the hands of receivers.

It is reported that the Republic Motor Truck Co., of Alma, Mich., will erect a Canadian plant in Toronto, where about 5,000 trucks annually are to be made for the Canadian trade.

It is reported that the Marquette plant of the General Motors Corp., Saginaw, will be converted into a farm tractor factory. The G.M.C. recently bought out the McLaughlin interests in Canada.

Adopting the Minnesota plan, the Wisconsin State Board of Control plans to install a farm machinery plant in addition to the

binder twine factory already in operation in the Wisconsin prison at Waupun.

The Madison-Kipp Lubricator Co., Madison, Wis., has changed its corporate style to the Madison-Kipp Co. Thos. Coleman is president; Thos. E. Coleman, vice-president; A. X. Merz, secretary; and W. H. Putnam, treasurer.

A tractor company to be known as the Kill Toil Farm Tractor Corp., has been projected by C. R. Redden and B. L. Baker, who was at one time connected with the J. I. Case Threshing Machine Co., and later with Advance-Rumely Co.

The Monarch Tractor Co., Watertown, Wis., makers of the "Neverslip" tractor, paid a dividend of 6 per cent to its stockholders during 1918. Feeling that the employees of the company were entitled to a bonus, the company paid each employee 6 per cent of the amount of their year's earnings.

The General Motors Corp. has purchased the business, of the Reliance Engineering Co., Lansing, Mich. The purchase includes thirty-one acres of land

and buildings, having a total floor space of 250,000 square feet. The purchase price was \$290,000.

The Allis-Chalmers Mfg. Co., Milwaukee, which has been manufacturing tractors in its Reliance works in that city, is preparing to transfer the tractor department to a new plant soon to be completed and equipped as a part of its works in West Allis.

According to a financial news item the forthcoming annual report of the J. I. Case Threshing Machine Co. for 1918 will show that the company had the best year in its history. Gross sales for the year were well above \$25,000,000, compared with \$17,657,754 in 1917, and \$13,047,257 in 1916.

General Motors purchased 38 acres in Walkerville recently on which it will build plants where the entire General Motors series of cars, trucks and tractors, including the Cadillac, Oakland and Buick (McLaughlin), Chevrolet, Oldsmobile, Scripps-Booth cars, and the Samson tractor, will be built.

The Turner Manufacturing Company, Port Washington, Wis., announces that they have closed contracts for the sale of their tractors with P. J. Downes Co., Minneapolis, and the Downes Motor Co., Kansas City. Both these distributors are going after the tractor business in a large way.

One hundred and eleven men who had worked for six years or more for the Durant Dort Carriage Co., at Flint, Mich., which ceased the manufacture of horse-drawn vehicles and went out of existence a year ago, being succeeded by the Dort Motor Car Co., participated in a distribution of \$40,000 for faithful service rendered during the life of the now extinct concern.

The Moline Plow Co., the latest acquisition of the Willys-

Overland Co., is now working on a production schedule of fifty tractors a day. Within two months this will be brought up to close to 100 a day, while plans now being worked out call for a schedule of 150 a day by the middle of 1919. The tractor division of Willys-Overland are now handling the Moline line in Canada.

Conway Business Continues

Announcement is made that the implement jobbing business in Regina, formerly controlled by the late Bert Conway, will continue under the name of the Bert Conway (Estate). Mrs. Conway, who has been connected with the business since its inception, will, with the present staff, have supervision of the business, which will give the same prompt service to the trade as heretofore. This year the lines handled by the company will be: Heney carriages and harness; Munro and McIntosh vehicles; Conway buggies; Viking cream separators; Woodstock wagons and sleighs and Ford commercial bodies. Interested dealers can obtain full particulars by addressing the company at Albert and South Railway Sts., Regina.

To Distribute Universal Tractors

The Moline Plow Co., Moline, Ill., announces that they have contracted with the Willys-Overland, Limited, of Toronto, for distribution of Moline Universal Tractors and tractor implements for the entire Dominion of Canada.

Willys-Overland branch houses will carry a complete stock of repair parts and thus be in position to give the dealers and farmers quick action not only on orders for complete tractors but also on repair service work.

Use the Repair Week idea.



Tractor Tillage Implements



A P. & O. Little Genius Three-Furrow, turning over an acre an hour—ten acres in a ten-hour day. This man can plant at the right time because he will have his plowing done in season. If necessary, he can operate his outfit 24 hours (24 acres) a day. Last year in the corn belt the earlier corn survived and matured under conditions that resulted in a mighty small yield from the late corn. Time is an extremely important factor in farming operations, and the owner of a P. & O. Little Genius and any good tractor has it under his control.

We are Tillage Tool Specialists. If you are interested in tractor tools, let us send you our catalog, "P. & O. Tractor Plows."

Made by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

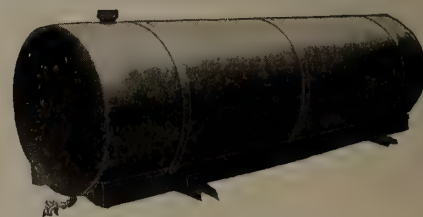
HART-PARR OF CANADA, LTD. SALES AGENTS FOR CANADA
WINNIPEG REGINA SASKATOON CALGARY

MAX

Wagon Oil Tank

BUILT TO LAST AND GIVE SATISFACTORY SERVICE

One Piece Construction
All Seams Welded
Faucet
Capped Filler Hole



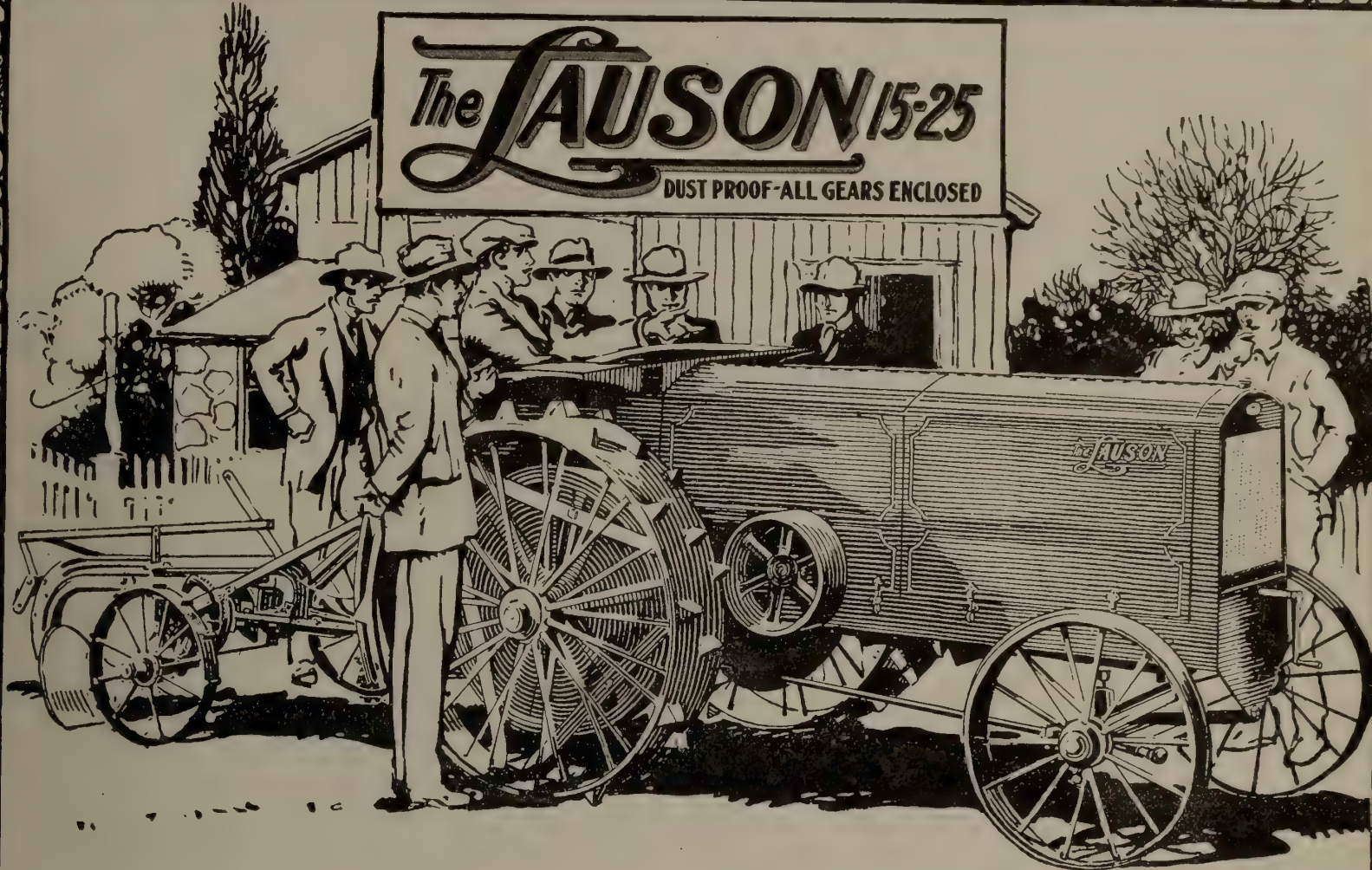
WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

P.O. Box 3006 F.I. 119

Winnipeg, Man.



WHEN THE FARMERS SEE THE LAUSON

You know from their comments that they know the points of a really good tractor like they know the points of thoroughbred stock.

The Lauson dealer is always proud to exhibit his Tractor. It gratifies his business pride to show prospective buyers the Lauson "Full Jewel" Tractor detail by detail and know that on every point he can show them superior construction that makes sales.

When it comes to an actual demonstration, he feels confident of Lauson performance, both at the draw bar and the belt pulley. All Lauson dealers welcome the opportunity to enter competitive demonstrations. Our advertising is directed at the best type of farmer, the man who is a real prospect for a high grade tractor. It links up the Lauson dealer and distributor with the most profitable power machinery business in

his territory. Lauson owners have confidence in the dealers from whom they buy.

If you are open for a quality tractor connection, write to us at once. Yours may be one of the territories still open. We will send you all the details of our dealer proposition, our co-operative advertising plans, our service helps, our instructive course in tractor selling and operating. Write us to-day for Dealer proposition.

SPECIFICATIONS

Rating—Drawbar H.P. 15; Belt H.P. 25.
 Engine—4½-inch bore by 6-inch stroke, valve in head.
 Number Cylinders and Cycle—Four.
 Normal Speed—R.P.M. 950.
 Lubrication System—Splash and force feed.
 Ignition—Dixie Magneto.
 Carburetor and Fuel System—Kingston Gravity Feed.
 Cooling System—Perfex radiator.
 Belt Pulley—18-inch by 8-inch; 475 R.P.M.
 Number Speeds Forward—Two.

Transmission—Lauson Selective Type, sliding gear; oil tempered gears.
 Speed, M.P.H.—Low, 1¾; plowing 2½; high 2½.
 Number of wheels—Four.
 Drive Wheels—54-inch diameter; 12-inch face.
 Guide Wheels—32-inch diameter; 6-inch face.
 Wheelbase—86-inch. Tread—52-inch.
 Starter—Christensen Carburetion Principle.
 Total weight, less fuel, water, oil and lugs, 6,000 lbs.
 Shipping weight, with standard equipment, 6,500 lbs.

BREEN MOTOR CO.
 WINNIPEG, MAN., CANADA

Distributors for Manitoba and Southern Saskatchewan

SASKATCHEWAN-LAUSON TRACTOR CO.
 SASKATOON, SASK., CANADA

Distributors for Northern Saskatchewan

McCLENAGHAN & TAYLOR
 LETHBRIDGE, ALTA., CANADA

Distributors for Alberta

THE JOHN LAUSON MFG. COMPANY

NEW HOLSTEIN
 WISCONSIN

The Milking Machine

The experience of an ever increasing number of practical farmers, coupled with that of most of the experimental farms in Canada, goes to prove that the use of the milking machine is advisable for every farmer with a herd of twelve or more cows.

The average cost of installation, taking into consideration the five most popular machines on the market, would be about \$550 for an outfit to milk four cows at once.

Such an outfit would be large enough for a 25 to 35-cow herd. For a 20-cow herd a 3-cow outfit would be sufficient. For a 12 to 15-cow herd a 2-cow outfit would be sufficient. For each reduction of one unit in the installation there will be a reduction of approximately \$100 in the cost price. This brings the average cost price to \$16.60 per cow for the large herd; \$20 per cow for the medium-sized herd; and \$25 per cow for the small herd.

This in turn goes to show that while the cheapest installation for work done is with the large herd, nevertheless the first cost is not excessive in the case of a small herd.

The annual cost of operation for a 25 to 35-cow outfit, including repairs, power, labor in caring for engine and washing machines, interest on investment, and ten per cent depreciation on machine, would amount to approximately \$225.

The above is approximately one-third of what the farmer is at present paying his hired man, where board is not taken into account. Divided between 30 cows, this brings the running ex-

penses to two cents per cow per day.

The average hired man will not milk more than seven cows per hour, which, at 25 cents per hour, costs 7.2 cents per cow per day for hand-milking. One man with a milking machine can milk 20 to 25 cows per hour, which brings the total cost of machine-milking,

Features Claimed for the Barrel Churn

In a booklet on the subject of churning, Beatty Bros. Ltd., Fergus, Ont., advance the following features as to why the barrel churn is superior. It is claimed that this type of churn is inexpensive, easy to operate, convenient

too rapid churning and loss of butter in the buttermilk, as well as greasy butter. Glass or metal churns conduct heat so rapidly that they raise or lower the temperature of the cream before the churning can be completed.

Butter does not stick to the sides of the barrel churn. Users of glass and metal churns have difficulty, because the butter clings to the sides and has to be scraped off with a knife, causing loss of butter, making the texture of the butter greasy, also putting the user to much trouble.

Oak is sanitary. Oak is a close-grained wood and will not absorb cream if the churn is properly prepared. For this reason it has proven very satisfactory for barrel churns. A barrel churn, if properly and regularly cleaned, will last for 25 years without souring.

Barrel churns cannot break. Churns made of glass or crockery are very fragile and unsubstantial. They break in shipping and in use. An accidental knock is liable to shatter them.

U.S. Dealers Must Keep Records

According to reports from Washington, the U.S. Bureau of Internal Revenue will have a marked effect upon the book-keeping of retail dealers. Income-tax returns will be closely checked, and the dealer who can place before the Bureau book records showing exactly how he arrived at his statement of net income will save himself great annoyance and expense. The Internal Revenue Bureau in that country has prescribed no special system of accounting, but the books must show in detail inventories, purchases, sales, capital investments, depreciation and similar items required in making up the income-tax return. Every merchant must see to it that his accounts are kept in a manner that will enable him to determine his net income for taxation purposes.



The Milking Machine is a Great Labor Saver for Dairymen.

including the above-mentioned daily running expenses, to 4.5 cents per cow per day.

This is a saving of considerably over one-third and in a large herd would enable the farmer to dispense with at least one, if not two, men, or it would liberate these men for other important lines of increased production.

Most people would rather be wrong than licked in an argument.

and sanitary. Year after year, says the company, a crop of new styles of churns come out, have a run for a short while, and die out. For 30 years the barrel churn has been in use in most of the farm homes, and ten barrel churns have been sold to one of all other styles. The 30 years have thoroughly demonstrated the superiority of barrel churns.

You get more butter and better butter when you use the barrel churn, because it keeps the temperature constant. The wood is a poor conductor of heat, and does not conduct the heat from the cream, nor does it conduct the heat of the room to the cream. Too low a temperature prevents the particles of butter gathering, and too high a temperature causes

There's Going to be a Great Demand this Spring for

Aspinwall

Potato Machinery



ASPINWALL
POTATO
PLANTER

PLANTERS, SPRAYERS, DIGGERS and CUTTERS

CORN PLANTERS and SORTERS Repairs a Specialty

DEALERS: Get our Prices. Order early and meet the demand for Potato Machinery this year. Write to-day

VISIT US AND INSPECT OUR LINES DURING BONSPIEL

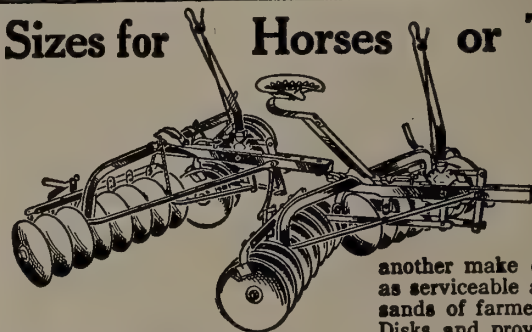
WILLIAM EDDIE

FARM MACHINERY DISTRIBUTOR

175-179 PRINCESS STREET

WINNIPEG, MAN.

Sizes for Horses or Tractors



Use the Bissell Double Disk Harrows. They have great capacity for cultivating, and have made a record for working the soil better than other Disks—in fact, you won't be able to find another make of Disk Harrow nearly as serviceable as the Bissell. Thousands of farmers have tested Bissell Disks and proved them to have the

"knack" for doing the best work. They are simple in design, durable and Built for Business. Write Dept. 3 for Booklet. Man'd exclusively by—

T. E. BISSELL COMPANY, Ltd., Elora, Ontario

Sold by all John Deere Co. Dealers in Western Canada

ASPINWALL POTATO MACHINERY

UNSURPASSED IN
MATERIAL WORKMANSHIP SERVICEABILITY
RECOGNIZED LEADER

MADE BY

World's Oldest and Largest Makers of Potato Machinery

POTATO MACHINERY SPECIALISTS



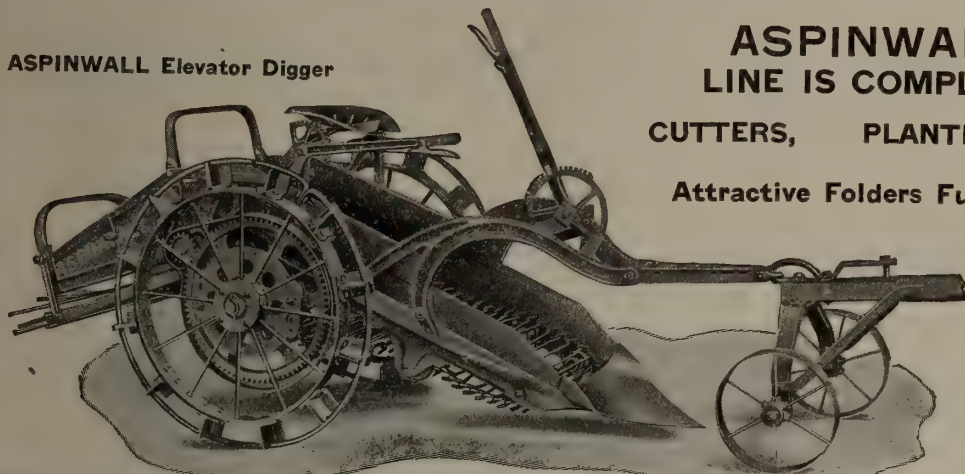
ASPINWALL Automatic No. 3 Potato Planter

ASPINWALL Elevator Digger

**ASPINWALL
LINE IS COMPLETE**

CUTTERS, PLANTERS, SPRAYERS, DIGGERS, SORTERS

Attractive Folders Furnished On Request. 1919 Prices Now Ready.



**ASPINWALL CANADIAN
COMPANY, LIMITED**

GUELPH ONTARIO

Shinn-Flat

Every progressive dealer in Canada will want the 1919 Contract for Shinn-Flat Lightning Conductors.

Shinn-Flat is recognized all over North America as the most scientific system of Lightning Protection ever devised, having 36 per cent more conducting surface than the same amount of material woven in the form of round cable.

It is the system that has been recommended by such authorities as Sir Oliver Lodge of England, the U.S. Weather Bureau, Dr. Steinmetz of the General Electric Company, etc.

It is the easiest selling Lightning Rod on the market, because of its many superior and exclusive advantages. Our Canadian business has increased tremendously during the past two years.

Write for Booklet and Full Information

Cushman Motor Works
Of Canada, Limited
DISTRIBUTORS

Whyte Ave. and Vine St. WINNIPEG, MAN.



Lightning Can't Strike IF Shinn Gets There First

A Tractor Built for Real Service

*The "GRAY" turns
Deep, Even Furrows*



The advantage of the wide drive drum as used in Gray Tractor is greater traction surface and the elimination of soil packing, the weight being distributed over a large surface. Packers or discs attached to the side arms with a 26-ft. drag, will prepare 60 acres of seed bed in a 10 hour day.

SPECIAL FEATURES

Eighteen H.P. at drawbar; 36 H.P. at Belt; Waukesha 4-cylinder motor 4 3/4 x 6 3/4; Hyatt and Timken Roller bearings; Bosch magneto with impulse starter; no coils, batteries or switches. Over 3/5 of other tractor troubles are in the differential, the Gray has no differential, no bevel gears. All working parts enclosed and running in oil bath.

OUR ILLUSTRATED BOOKLET EXPLAINS THE
GRAY IN DETAIL. WRITE FOR IT.

GRAY TRACTOR CO. OF CANADA
307-309 ELECTRIC RAILWAY CHAMBERS, WINNIPEG

Alberta Representative:

M. D. PEEVER, 24 Mason & Risch Block, 8th Ave. W., Calgary, Alta.

Implement Repair and Inspection Week

In the United States the National Federation of Implement Dealers' Associations has designated the week beginning March 10th as a national repair week for farm machinery. During that week all implement dealers in U.S. territory will make an effort to see that the farmers line up their repair needs for all usable machines. Such a movement in the United States was a great success in 1918. It was attempted in Canada, with government endorsement at too late a date to be effective.

If we are not to see another failure to have an implement repair and inspection week in Canada, it is now time for the farm and trade press to do something decisive as regards the movement. It is not merely a question of the farmer determining just what repairs will be necessary to get his machinery in shape for the spring operations, but that he may get his orders for necessary repairs in as early as possible so that the dealer, in turn, may forward these to the branch or factory and receive them in good time for use by the farmer.

Beyond the mere fact that farm implement repairs can be placed at one time, the dealer saving many days' work by devoting his time for the week to attending to repair requirements, the dealer can also make the week a special demonstration and sales week. If the farmer be sufficiently impressed with the idea that it pays to find out his repair requirements, he is likely during the process of looking over his equipment to find out that some machines are beyond repair. With proper sales effort the dealer can secure considerable business.

Many dealers handling barn and dairy equipment, electric lighting plants, washing machinery, etc., with an especial appeal to both the farmer and his wife, should do what they can during Repair Week to show their community the value of such lines. If the right sort of effort is made, and good advertising used in the local papers, the result should be profitable to the dealer.

The date for such a Repair Week distinctly depends upon the time when seeding and spring work are likely to open. But as regards the procuring of repairs it is never too early for the trade to impress upon their customers the importance of attending to their repair requirements. It will save the dealer time and trouble later, and will assure the customer having the parts before he is

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
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WINNIPEG, CANADA, FEBRUARY, 1919

ready to use the machines. Local advertising, circular letters and consistent talk along repair lines should help the dealers to make the Repair Week idea profitable in whatsoever territory they are located.

Pay us a Visit

During Winnipeg Bonspiel and Winter Sports Carnival each year hundreds of farm machinery dealers come to Winnipeg on a few days for combined pleasure and business purposes. While you are in the city do not forget to pay a visit to the offices of "Canadian Farm Implements." We are located at 812 Confederation Life Bldg., opposite the City Hall on Main Street. Look in while in Winnipeg and give us your experiences as regards business in your territory. The door will be open, so will the old cigar box. Come up and see us.

The Automobile Trade

Automobile manufacturers are making preparations for increased business throughout the coming year, although it seems improbable that the production up to next winter will be more than 50 per cent of the normal output. In the United States all plants were to go on a war basis at the start of the year. All parts in stock were cleared up and used in the cars they turned out. There is no surplus stock of parts to draw on

for assembly purposes, and the factories have virtually to start parts production afresh—with clean bins and stock racks. The task will be to get back on a normal basis of production. The consensus of opinion is that automobile prices will remain steady for a long time to come, on account of the continued high cost of materials and labor.

The Tractor of the Future

In tractor design we are actually in a stage of infancy. The future may see wonderful changes in this connection. Engineers know the wonderful flexibility of steam as a motive power. Will we perfect a steam engine that will meet the needs of the medium powered tractor? The difference between power developed and power delivered at the drawbar may be reduced enormously. This may come through new transmission ideas, or greater engine efficiency. Again, is it not possible that an entirely different system of propulsion may be developed, a design that will embody all the advantages of both the crawler tread and the wheel, while avoiding the disadvantages of both. Such a design would probably ensure less power consumption to overcome the inertia of the machine. From every standpoint the tractor offers a limitless field for inventive genius of a thoroughly practical nature.

Lest We Forget

There seems to be a characteristic in the British race, in fact in the Empire, when once a war is won, to treat the defeated foe with too great magnanimity. The Britisher looks at a war won as a game of cricket, and is ready to treat his opponent, as a beaten foe, with every courtesy.

One thing stands in relation to the war, and that is that the German is far from repentant. Throughout the war the German scribes worked the word "kolossal" to death. Their efforts ended in colossal failure, but for unmitigated "nerve" they are without doubt colossal. By the terms of the armistice the Germans had to turn over to the Allies for disposal several thousand farm implements which are urgently needed in the war-stricken areas in France and Belgium. Recently a German delegation came to Marshal Foch, and made the plea that the number of implements demanded from Germany was outrageous, and that they could not possibly supply even one-half of the quantity on the date when delivery was demanded. They would, however, see what they could deliver by June next.

Consider this in view of the fact that the French Government has reported that over 1,250,000 farm implements and machines in the French territory formerly held by the Germans have been either smashed or transported to Germany. Also recollect that over 47,000,000 acres of cultivable soil in France are impaired.

Yet the Germans say, in effect, that they will take their own time to deliver the implements demanded by the Allies—and that the five or six thousand machines demanded are too many! We are cheerfully ignorant regarding the League of Nations, and the statecraft essential to bring this about. But one thing we do believe, and that is that while the Allies may quibble over settlements, there is a vital danger of Germany getting off too easily. Sport is sport, but war is war. The Allies have paid a sad price in death, pain and privation to defeat Germany. Let them see that Germany pays the price—in implements and in every way demanded. We forget too easily the atrocities, the killing of non-combatants, the shelling of open towns, the murder of women and children by air-craft, the ghastly work of the submarine, the shelling of seamen in open boats, the whole damnable, fiendish, inhuman way in which that nation of "kolossal" kultur waged war on humanity. And now that by sacrifice the world

is at peace, must we be impressed by crocodile tears and be imposed upon by lying representations?

The Dairy Show

As contrasted with purely grain farming, mixed farming and dairying, at present prices, are a type of agriculture which should appeal to every implement dealer. The revenue from dairying is steady. The farmer is a better customer, and does not require credit which may have to be extended owing to poor crops. Such farming has proven to be the greatest impetus to cash sales in districts where it has developed. At the Winnipeg dairy show, Feb. 17-21, the exhibits of modern dairy equipment, and machinery will show the thousands of farmers who will be present the value of labor saving equipment along this line. This educative stimulus should also react to the benefit of the man who handles such equipment, who also should investigate the equipment that offers such an appeal.

Hesitancy in Buying

From reports it is evident that on the part of both farmer and dealer there is some hesitancy or delay as regards the ordering of machinery. Farmers talk about the reduced need for implements because man power will again be available. The dealer, in cases, seems to consider, like the farmer, that because the war is over the prices of machinery will drop. An analysis of the situation clearly indicates that price reductions are not to be anticipated in the near future, and that when they do come they will be gradual. The cost of living and the corresponding increase in wages are factors that must be considered.

If the dealer is expending energy in worrying about the possibility of loss upon an inventory, his business must suffer. The farmer should be told plainly that he cannot afford to delay purchasing machines that are essential, because of the anticipation of cheaper prices; that the real barometer which will determine prices of the commodities that he buys is the price that he secures for the things that he has to sell; that labor cannot live and thrive upon such prices as he is securing unless he in turn pays a corresponding price for the product of the labor which he buys, and that it is his duty in this time of the world's need to produce maximum crops.

The trade should strive to com-

bat the farmer's idea that prices must drop. The fact that labor will be scarce or plentiful makes little difference in the need for modern implements, for although man power is plentiful it will be high priced, so that greater machinery investment will be the most profitable idea from the standpoint of the farmer. While caution and conservative buying are advisable for the dealer, yet to fail entirely to make arrangements for such goods as are actually needed is a poor business policy.

The Impetus of War Effort

From the experience born of the war, can we not hope for a better understanding between business and Government? The results obtained from conservation and standardization and from the substitution of one material for another, should be preserved for the benefit of our industries. The development of new sources of supply within the boundaries of our country should be encouraged; new industries which have sprung up from the necessity of the war should be fostered and developed, and economists are wondering whether the wasteful practices of competition under some circumstances should not be permanently done away with.

In war times we pool our issues and adopt a more or less philosophical attitude. We become intensely patriotic and nothing counts so much as that measure of co-operation with the government that will most quickly see the government through whatever stress may come. But in times of peace individualism again crops out, and we are handicapped by the friction generated by conflicting interests.

Replacing the Milking Stool and Pail

Time was when the milking machine was regarded with more or less suspicion. It was said to be suitable for large herds, possibly, but to be a useless expense for the smaller herd. It was said to injure the cows—to be inefficient, in fact, there were a whole host of reasons—all of which the milking machine has lived down. These machines have proven their time and labor saving qualities, even with small herds. They do not injure the cows, as has been proven by the investigations of dairy authorities. It is now realized that their sanitary qualities are a big factor in the production of clean milk.

We are all aware that the cost

of milk production has increased enormously. The dairyman must employ every labor-saving device at his command, and the amount of time and labor which he saves by the use of the mechanical milker only depends upon the size of his herd. The sale of these machines is a live issue for the dealer under present conditions in the dairy industry. Selling campaigns should be set a-going for it is apparent that this business can be made very profitable wherever dairying is carried on. In handling this line, the dealer will find canvassing of great importance. He should be well posted on the dairying business, and should be able to marshal facts and figures to prove the economy of a milking machine installation. A machine fitted up in his place of business will do much to popularize this line in the dealer's territory. He can give milking demonstrations, and few indeed are the farmers who see the work of the milking machine and are not impressed by its labor-saving value in taking care of the herd.

OBITUARY

James Campbell Groendyke, well-known cordage and twine manufacturer, died suddenly at his home, 4338 Ellis Avenue, Chicago, January 16, of apoplexy.

Charles M. Carroll, publicity manager, agricultural extension department, International Harvester Co., died suddenly at his home in Chicago, January 9. Mr. Carroll was born in St. Louis in 1873.

A. E. Ellis, president of the Hart-Parr Co., Charles City, Ia., died at his home as a result of influenza, January 12. Mr. Ellis was 71 years old. He had been ill for almost a month and had just gotten up when he suffered heart trouble due to the influenza.

Will Isham, manager of the Avery Co. at Fargo, N.D., died January 17. Mr. Isham was one of the most popular implement men in North Dakota. His untimely death will be mourned by a legion of friends. He was formerly identified with the J. I. Case T.M. Company.

C. Dickinson, and his wife, passed away on January 13, at Killarney, Man., where Mr. Dickinson was local manager of the Union Bank. Death was due to pneumonia in both cases. Previous to going to Killarney the late Mr. Dickinson was assistant manager of the Regina branch of the Cockshutt Plow Company.

Personal

The Whitten, McKin Tire Co. is a new concern in Regina.

J. C. McMillan has sold out his harness business at Edmonton.

J. W. Roy has opened a new automobile agency at Tisdale.

J. H. Thompson has opened an automobile business at Penhold.

Arthur Lea has commenced a harness business at Assiniboia.

J. S. Johnston has commenced an automobile business at Neepawa.

H. C. Ocherling, a dealer at Lafleche, has sold out to Myers & Lipsett.

J. C. Fish succeeds C. P. Ennals in an automobile business at Ogema.

A partnership is registered by the National Farm Tractor Co., Winnipeg.

A. Adams has opened a machinists' supply business in Winnipeg.

The Auto Supply Co., Yorkton, is a new concern that specializes in vulcanizing.

Eaton Bros. have dissolved partnership in their automobile business at Reston.

The Davidson Motor Works, Winnipeg, has been taken over by the Bruce, Wallace Co.

D. Godin, an implement dealer at Howell, has sold out at that point to Charles A. Benoit.

Vaughan and Robinson, automobile dealers at Estevan, have sold out to W. H. Nesbitt.

McLeod & Ferguson, automobile dealers at Wawota, are occupying new premises in that town.

The Carey Lumber & Implement Co. is a new concern doing business in the village of Carey.

A meeting of the creditors of the Boyce Carriage Co. Ltd., Winnipeg, was held on January 24.

W. G. Bell, formerly in the farm machinery trade in Regina and Moose Jaw, has moved to Minneapolis.

C. Fred Cunningham has been appointed secretary and manager of the Oliver Chilled Plow Works, South Bend, Ind.

A partnership has been registered in the implement business at Benito, carried on by Gordon Dykeman & Co.

Houghton & Phillips, auto accessory dealers, Winnipeg, recently suffered a fire loss on their premises.

Carlyle & Seely, automobile dealers at Eyebrow, have dissolved partnership in their business at that point.

Frank Batty, an automobile

dealer at Lang, has taken on farm machinery lines in order to expand his business.

We regret to note the death of R. W. Jameson, of the firm of F. T. Jameson & Son, implement dealers at Melfort.

F. N. Macdonald, western Canadian manager of Carriage Factories, Ltd., recently spent a few days in Regina.

Gordon McRae has bought out the automobile business at Stavelly, formerly carried on by Edwards & Linville.

W. J. Hyde, who carries on an implement business and garage at Balgonie, has sold his garage to the Rigby-Gadd Co.

The Saskatoon branch of the Great West Saddlery Co., recently suffered considerable loss by fire in their warehouse.

Aikin and Patrick, implement dealers, have bought out the business at Morse, formerly carried on by W. T. Kells.

Sutherland G. Taylor, Jr., recently has been made export manager for the Holt Mfg. Co., Peoria, Ill., and Stockton, California.

Fred C. Spooner, manager at

Lethbridge for the International Harvester Co., recently visited the Chicago headquarters of his company.

H. E. Downy, an implement dealer at Lang, has opened a garage and automobile business in addition to his farm machinery warehouse.

W. J. M. Wright, who for several years has carried on an implement and automobile business in Regina, has sold out to Edwards & King.

The Gasoline Engine & Supply Co., Winnipeg, are applying for authority to change the name of the company to the Gasoline Engine & Tractor Co.

The Canadian Consolidated Rubber Co., with branches in all the leading Western cities, has changed its name to Dominion Rubber Systems Ltd.

Meeking Bros., who carry on an automobile and harness business at Morse, have added implement lines and a garage to their interests in that town.

E. E. Lyday, manager of the Maytag Company, Winnipeg, is at present on a business trip to the Pacific Coast cities. En

route Mr. Lyday visited Regina, Saskatoon and Calgary.

W. N. Robinson, manager, Robinson-Alamo Ltd., Winnipeg, has returned from an extended trip to New York, Chicago, Omaha and other points.

Anderson & Nichols, automobile dealers at Morse, have dissolved partnership in their business at that point. Earl Nichols will continue the business.

Frank H. Smith, well known in the automobile industry throughout the country, has joined the sales organization of the Parrett Tractor Company of Chicago.

C. Lafferty, who carried on an automobile business at Raymond, has moved to Barons, where he and P. Romerl have bought out an automobile business and garage.

R. B. Lyman has recently been promoted to the position of manager of the Madison, Wis., branch of the Avery Co. Mr. Lyman has been with the Avery organization for six years.

C. W. Furrow, manager of West Woods Ltd., Winnipeg, was recently confined to the house for a few days with the prevalent malady. He is now back at business.

We regret to note the death, from pneumonia, of F. C. Good, who for many years has carried on an implement and blacksmithing business at Rocky Mountain House.

John Herron, of the Stewart Sheaf Loader Co., Winnipeg, is at present on a visit to the United States, where he is investigating tractor lines on behalf of his company.

G. E. Elliot, manager of the Heney Harness and Carriage Co., Montreal, was a recent business visitor to Winnipeg. Mr. Elliot also spent a day or two in Regina before returning east.

L. Tholimet, manager of Hart-Parr of Canada, Winnipeg, recently returned from a business trip to Eastern Canada. Mr. Tholimet looks forward to a busy spring season in the tractor business.

D. B. Macleod, the popular sales manager of the John Deere Plow Co., Winnipeg, was laid aside by sickness for a week in January. Mr. Macleod is now back on the job and nearly fit again.

P. J. Groult, manager of the Twin City Separator Co., spent a few days in Minneapolis the other week, investigating new lines to add to the present fanning mill line manufactured by the company.

W. Umbach, manager of the

Waterloo Manufacturing Co., Portage la Prairie, recently paid a visit to the head offices of his company at Waterloo, Ont. While east Mr. Umbach visited the leading trade centers.

Edwards & King, who have for some years carried on implement businesses at Kendall and Odessa, have sold out their warehouses in those towns. The firm have purchased the implement business of W. J. M. Wright, in Regina.

W. L. Clark, who has been trade manager at Moline, Ill., for some time back, has severed his connection with the Moline Plow Co., and will become general sales agent of the Samson Tractor Co. and Janesville Machine Co. of Janesville, Wis.

E. L. Garner has been made manager of the New York office of the Swedish Separator Co., Chicago, Ill., makers of the Viking cream separator. This office will take care of the entire Eastern territory in the United States.

R. C. Runciman, who has been connected with the Sawyer-Massey Company, Hamilton, Ont., for some time, has rejoined the staff of the T. E. Bissell Company, at Elora, with which concern he was connected before going with the Sawyer-Massey Company.

W. R. Cole, manager of the western branches of the Robt. Bell Engine & Thresher Co., Seaforth, Ont., with headquarters at Winnipeg, recently visited the factory at Seaforth. The company have now moved into their fine new office and warehouse in Winnipeg.

Geo. B. Jameson, one of the best known men in Northern Saskatchewan, after retiring from business for a time has gone back to the retail trade at Melfort. He has several times been mayor of that town. One of Mr. Jameson's leading lines will be Sharples suction-feed separators.

Sergt. Harry Cooper, son of Mr. and Mrs. G. W. Cooper, Winnipeg, has been granted a commission for services at the front. He is now a lieutenant, and went overseas as a private with the 78th Batt. Lieut. Cooper was formerly in the implement business with David Wood, dealer at Teulon.

Wagon Company in Liquidation

The Port Arthur Wagon and Implement Co., Ltd., of Port Arthur, Ontario, has gone into liquidation, the Winnipeg branch of the Toronto General Trusts Corporation having been appointed liquidators.

DUNHAM

TRADE MARK REG.

CLEAN PROFIT---NO "EXPERTING"

There is no "experting" or "follow up" expense on the Culti-Packer. When it is set up and delivered to the farmer, the profit goes into your pocket to stay.

Anyone can hitch the team or tractor to the Culti-Packer "high," "low," "long" or "short," and it will go out in the field and get the results.

No telephone calls—no rush trips five or ten miles into the country to let out a tug or tighten a nut—and very seldom any repairs.

Wouldn't you like to handle a "fool proof" tool that other dealers are selling by the carload?



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JOHN DEERE PLOW COMPANY, LTD.

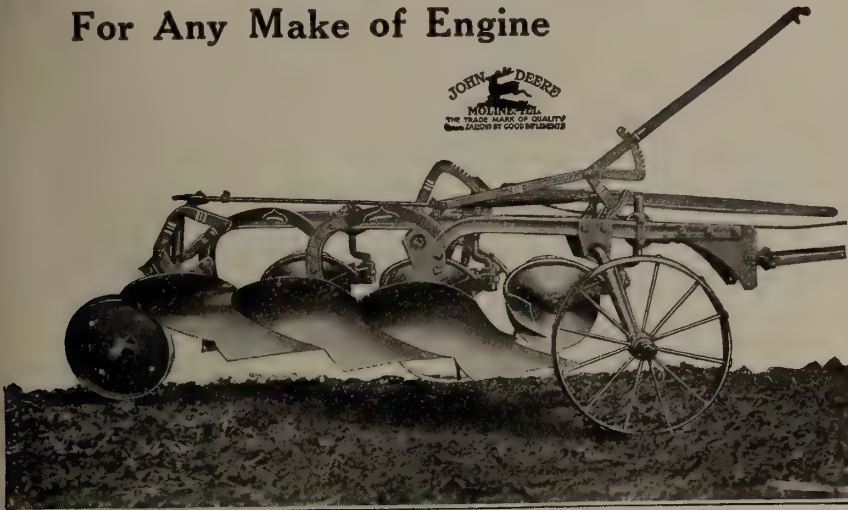
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

MANUFACTURED BY

THE DUNHAM CO. BEREA, OHIO

JOHN DEERE TRACTOR PLOWS

For Any Make of Engine

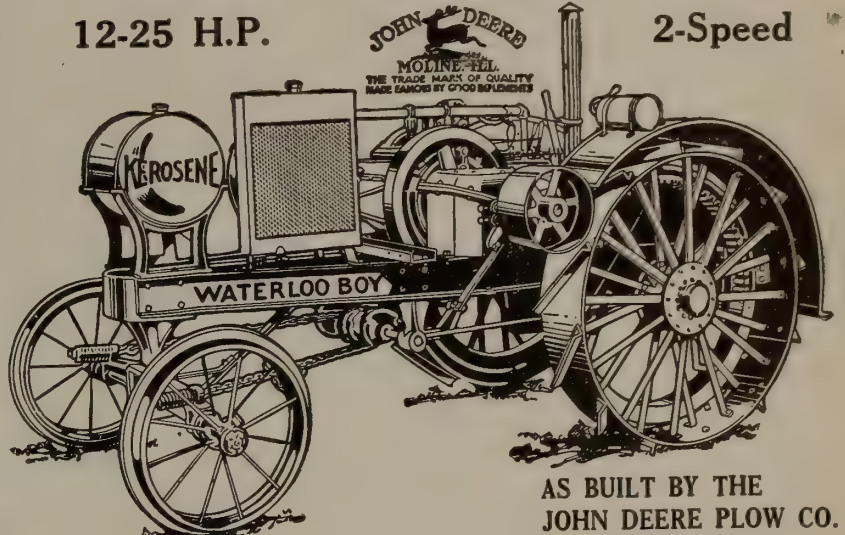


The WATERLOO BOY KEROSENE TRACTOR

12-25 H.P.



2-Speed



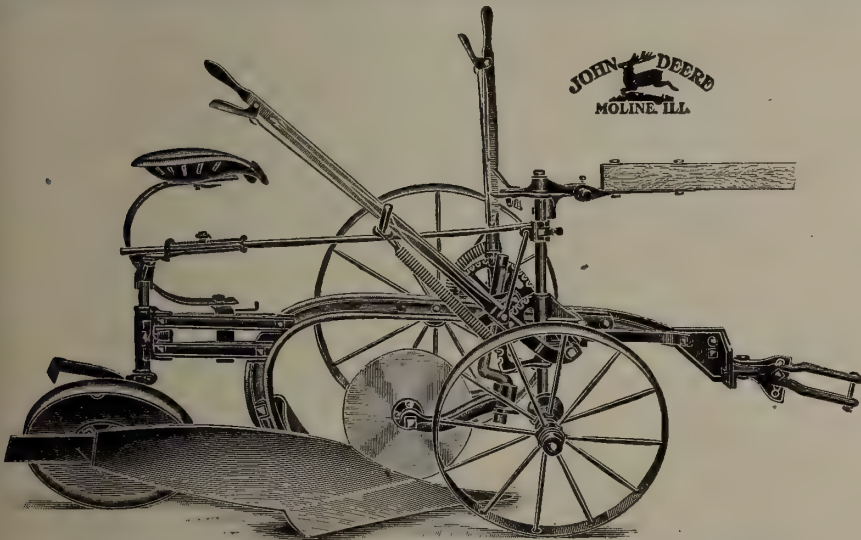
AS BUILT BY THE
JOHN DEERE PLOW CO.

THE GREATEST PLOWING
OFFERED THE FARMERS OF WESTERN CANADA



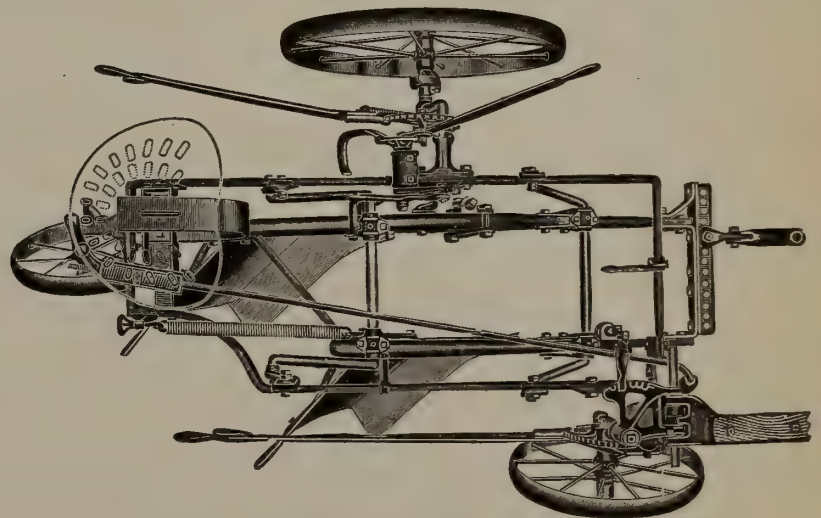
COMBINATION EVER

WE CARRY A FULL LINE OF AGRICULTURAL IMPLEMENTS AND WANT
A GOOD REPRESENTATIVE AGENT AT ALL POINTS NOT TAKEN



JOHN DEERE STAG SULKIES AND GANGS

Genuine John Deere Bottoms with Quick Detachable Shares. Simplest plows made—no frame—wheel brackets attach directly to the beam. Unusually strong and light running. Weight perfectly balanced in all wheels—no bottom drag. Extreme clearance. All levers within easy reach.



NEW DEERE GANGS AND SULKIES

Genuine John Deere Bottoms. Quick Detachable Shares. Loosen one nut to take off the share. Tighten the same nut and the share is on tight. Light draft because wheels carry entire load. No wing bearing under share—no bottom friction. Exceptionally strong frame—your customers will like the way these plows stand up under continued hard service and keep on doing good work.

JOHN DEERE PLOW CO., LIMITED

WINNIPEG
Man.

REGINA
Sask.

SASKATOON
Sask.

CALGARY
Alta.

EDMONTON
Alta.

LETHBRIDGE
Alta.

Speed and Weight in Engine Design

Engineers usually attribute the long life of the automobile engine to the fact that, for most of the time, it operates under a comparatively light load. It has been assumed that the use of such engines, that is of light design and comparatively high speed would, in their adaptation to the tractor, give less satisfactory results since the low speed at which the tractor runs, would add to cooling difficulties. Experience has shown, however, that even though the wear and tear of the tractor engine is away beyond that to which the automobile engine is subjected, the use of the light, high speed engine as a power plant for the tractor is quite justifiable. In fact, the writer believes that we shall yet see this type of engine employed for tractor propulsion. The high-speed engine, with its lighter weight and superfine machinery, has given some remarkable results in practical work. In general farm work we find it doing a multiplicity of jobs. It has a steadiness which has proved valuable in the operation of the binder and potato digger, and adapted as the power plant for a combination thresher, it has given good results. This has proven that high speed is not a detriment to efficiency.

As an example, we may cite a remarkable result attained in France with high speed engines. The French government urgently required engines for motor boats, and pending delivery of heavy oil engines, they adapted several 12-cylinder aeroplane engines which had been rejected for aeroplane use because they were a little over weight. Their adaptation was a complete success—and the aero engine is a far more speedy proposition than any high speed stationary engine used for farm work.

Beyond high fuel consumption, which was to be expected, they ran splendidly. This seems a good argument in favor of the high speed design, although on the question of speed in the engine for tractor work, opinion is divided. It seems evident that the lightweight type of engine is going to develop steadily as a medium for attachable power purposes on the farm, irrespective of the increased demand for the light tractor. Even with the high powered engines of this type, which come more directly in competition with the tractor, the demand steadily increases. Slow speed does not necessarily mean long life in an engine, and in the ultimate, from a mechanical standpoint, the design, machining and finish of the engine are

the factors which count, quite apart from its weight or number of revolutions per minute. In this regard the lightweight engine is usually beyond criticism.

Latimer Returning to Antipodes

We had a visit the other day from our old friend, J. A. Latimer, Australasian representative of the Cockshutt Plow Co., Brantford, Ont. Mr. Latimer is a pioneer in the farm machinery business in Western Canada. He will sail from Vancouver for Australia on February 10th. For the past month Mr. Latimer has been at the Cockshutt factories at Brantford. He reports business in Australia greatly hampered by labor trouble, but intends to seek a new trade field for his organization in Java, where formerly considerable German machinery was sold. Jim has a vast territory in which to place Cockshutt machinery—Australia, New Zealand, Fiji Islands, and now Java, and the East Indies generally. He has served his company in the Antipodes for several years.

The Moline Tractor

The Moline Plow Co., Moline, Ill., recently announced the new 9-18 h.p. Model D, Moline-Universal tractor, for which they

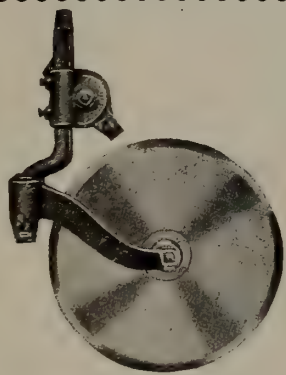
claim a great mechanical improvement over previous models, resulting, says the company, in more power, speed and work.

New features of this model are the adoption of the four cylinder motor with a complete Remy electrical starting, lighting and ignition system. A new electrical engine governor is also embodied. The lubrication of the engine is under 35 lbs. pressure, and the engine has special manifold construction to burn low grade gasoline.

The Moline-Universal is a two-wheel machine that combines with various farm implements to form a single, compact unit, the tractor forming the front wheels and the implement the rear wheels. Both tractor and implement are controlled by one man from the seat of the implement. The control is of the variable speed type and is operated at will by the driver of the tractor, thus enabling this machine to be driven at any speed desired. The tractor is equipped with movable electric head-lights, Willard storage battery, Holley carburetor, Bennett Air Cleaner, Modine-Spirex radiator, Hyatt roller bearings and a four-cylinder, four-cycle, valve-in-head engine with a bore of three and half inches and a stroke of five inches. All engine parts are enclosed and are lubricated through the engine lubricating system which is of the force feed type, carrying thirty-five pounds pressure per square inch.

It weighs 3380 lbs., 98 per cent of which is on the front wheels and about 2 per cent, or 67 lbs., on the implement pull. The land or left tractor wheel is so arranged that it can be raised and lowered for plowing. For plowing, the wheel on the land side of the tractor is raised up the depth of the furrow. On the belt it is stated that the tractor will handle a 24-inch separator.

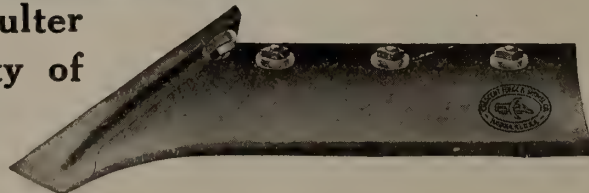
It's much more expensive for a farmer to get along without a necessary machine than it is to buy it.



DEEP FURROWS

The earmark of Successful and Scientific Farming can be found in the wake of the Plow. Clean cut, even depth, well turned and covered furrows mark the real farmer and his success.

SANDOVAL ROLLING COULTERS mark the highest point in perfection yet reached in Coulter construction. In variety of size and in adjustability, they fit any Plow.



CRESCENT FITTED PLOWSHARES

in over 1,000 patterns, true in fit, best in quality, made of soft centre or crucible steel.

BE READY FOR THE DEMAND - - ORDER EARLY

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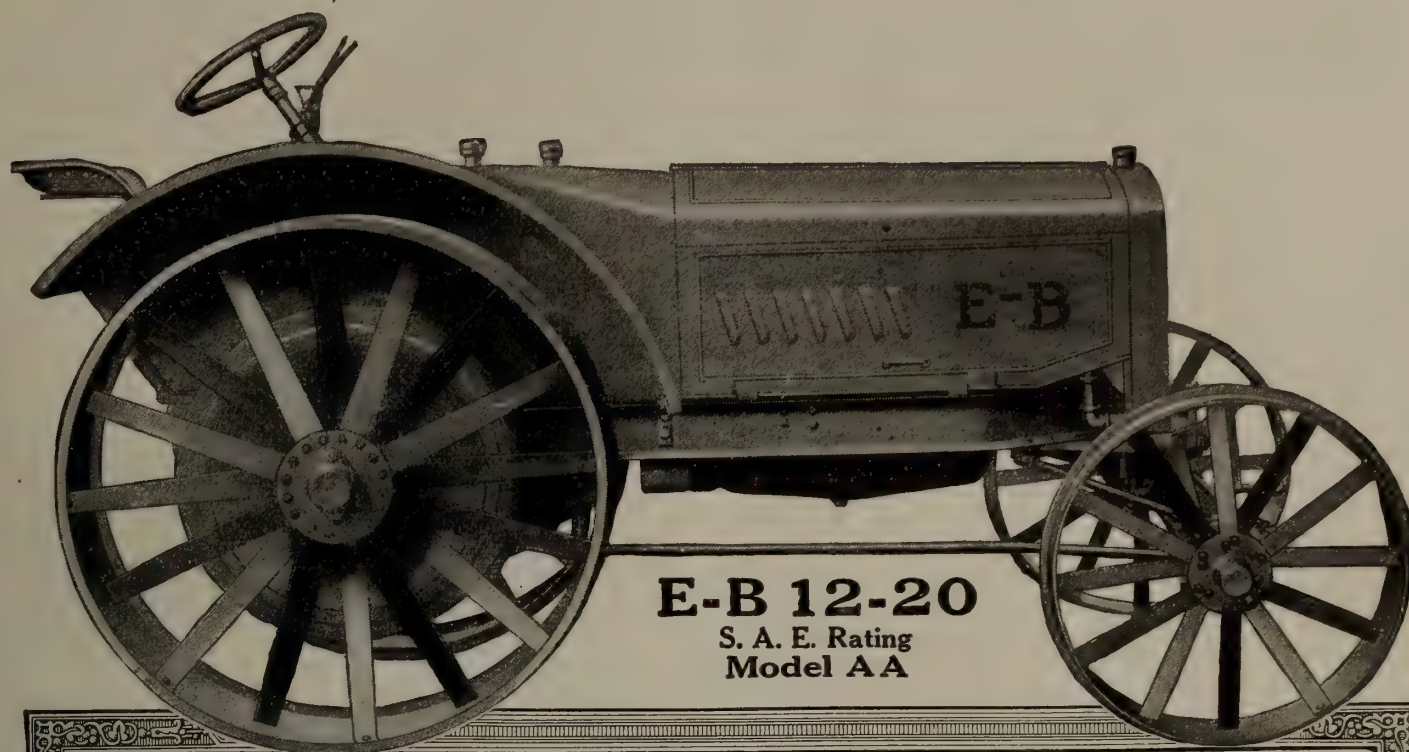
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CALGARY



STOVEL CO. LTD.

WINNIPEG, MAN.

**E-B 12-20**S. A. E. Rating
Model A A

Get the Proved Tractor Backed by E-B Advertising and Service

START right as a Tractor Dealer. The E-B 12-20 (S. A. E. Rating) Model AA is the most recent, the most highly developed product of 66 years of farm implement building and 11 years of tractor manufacture.

Rated at 12-20 horsepower (S. A. E. Rating) this sturdy, compact little tractor actually develops 15 horsepower on the drawbar and 25 horsepower on the belt.

Right straight through it's built to do more than you promise and more than your customers expect. And it does it.

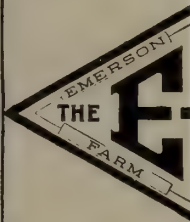
Three fourteen-inch plows are play for the E-B Model AA in any soil.

Emerson-Brantingham Inc.

Good Farm Machinery

Rockford

Your Problem - To increase your crops with decreased help

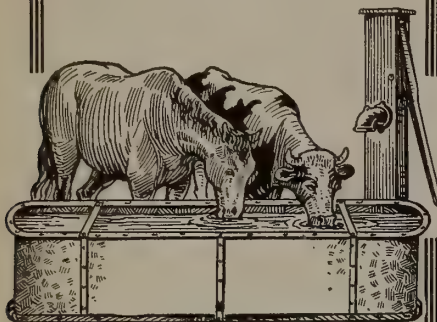


Western Canada

EMERSON-BRANTINGHAM IMPLEMENT CO., INC.
REGINA, SASK.

DEALERS

If you have not compared the MANITOBA wood pump with others you should do so before ordering your Spring stock. Tubing furnished in any lengths up to 16 feet without joints. Our cylinders, buckets and all other parts are interchangeable with all other makes of wood pumps.



LARGE CAPACITY EASY PUMPING LONG LIVED

ASK FOR PRICES

Territories open for 1919 contracts on Wood Pumps and other goods as follows:

Iron Pumps; Gasoline and Kerosene Engines; Windmills; Feed Grinders; Roller Crushers; Saw Frames; etc. A postcard will bring full information.

See large display Advt. on page 20 in this issue.

Manitoba Engines, Ltd.

BRANDON - - MAN.

Developing the Binder Twine Industry

The Greater Winnipeg Board of Trade has started an investigation on the possibility of making binder twine from hemp grown in Western Canada. They have enlisted the help of Dr. David Gammon, Chicago expert. It is hoped by the development of the industry to make Western Canada the source of supply for the rest of the Dominion. At the present time, the committee has learned, \$10,000,000 is paid out annually for fibre twine, rope and cordage. The scheme is to grow hemp in the west and establish fibre mills if the farmers would contract to sow so many thousand of acres. If the plan is consummated the west will be richer by \$10,000,000 a year.

Business on Cash Terms

At the recent convention of the Minnesota Implement Dealers' Association a question was debated as to whether the time had not arrived for dealers to eliminate credit business and buy and sell for cash. All of the dealers who discussed this question were of the opinion that the time for strictly cash business had not yet arrived, even though

the farmer now has more money than ever before.

It was stated that the sale of farm equipment must be conducted as in the past; that is, credit must be extended in a good many cases. It was agreed, however, that present conditions make it possible for the dealer to enlarge his cash business and to shorten credit terms.

Avery Exhibit at National Tractor Show

Avery Company will exhibit at the National Tractor Show all of the sizes of Avery kerosene tractors, including the new model B 5-10 h.p. tractor and the new 14-28 h.p. tractor. The other sizes of Avery tractors are the 8-16, 12-25, 18-36, 25-50 and 40-80 h.p. The company will also exhibit the Avery two-row motor cultivator and planter and the small size "Yellow Kid" grain saving thresher.

Among the Avery men who attend the National Tractor Show will be: J. B. Bartholomew, president; R. J. Boynton, vice-president; C. E. Bronner, sales manager; A. Y. Bartholomew, assistant sales manager; and E. R. Bowen, advertising manager.

The Repair Business

In an address given at the Nation Gas Engine Association convention, W. L. Derry, president of the U.S. National Federation of Implement Dealers' Associations, strongly criticized the repair business. He stated that the dealer who carries a reasonable stock of repairs sufficient for his needs will, on a basis of a business worth \$40,000, carry at least \$1,500 worth of repairs. Nowadays he pays cash for this repair stock and no dealer during a year's operations will turn that repair stock more than once, while he turns his regular stock as a whole three times.

The investment is greater in repairs than in the other line of business, contended the speaker, for every year a certain percentage of business is unprofitable, no matter what the commission allowed. Obsolete parts accumulate they must be thrown away as the manufacturer will not receive them back as credit. In dealing with the main reason why repair business is not profitable, Mr. Derry said: "If I go out to a farmer or he comes into my place of business and he is in the market for something, or I endeavor to sell him something and induce him to buy it against his own will, I can sell him or do sell him \$500 worth of implements, gas engines and such things as he

might want, we will say, in a given length of time. How long do you suppose it would take a dealer to peddle out \$500 worth of repairs. See how much more time it would take him as compared to selling \$500 worth of manufactured goods. I am saying to you that it would be anywhere from ten to twenty-five times as much time.

"If you take a repair department and charge up to that department the time required to handle repairs, there would absolutely be no money in the repair business, but on the other hand, repairs are what every good implement dealer's business is made of. That is why we stick to it; that is why we handle it in a round-about-way—it makes money on the business as a whole but not on the repair business in itself."

Bouquets

The appreciation which farm machinery dealers throughout Western Canada have for "Canadian Farm Implements" is a feature which is our greatest incentive in giving the trade up to the minute news regarding the implement industry. We thank our many friends for their heartening approval of our efforts as Western Canada's only implement and tractor trade journal. Extracts from a few letters received during the past week indicate how our readers regard their trade journal:

R. R. Higginson, Kitscoty—"Although I have for the last few years not been intimately connected with the implement trade, yet 'Canadian Farm Implements' is always a welcome visitor once a month."

J. E. Lundberg, Eckville—"Canadian Farm Implements' is a good publication. Kindly accept my renewal for 1919. I wish you every success."

McDonald & Fraser, Prince Albert—"We consider 'Canadian Farm Implements' indispensable to farm machinery dealers."

R. Stevenson, Scotsguard—"Enclosed find my renewal to your journal. 'Canadian Farm Implements' is a very good paper for the implement trade in Western Canada."

W. J. Tyndall, Senlac—"I find 'Canadian Farm Implements' of considerable help to me in my business, and wish you all success."

Tractor Service Co., Prince Albert—"We have been appointed distributors for Northern Saskatchewan for the 'National' Line of tractors, and think your magazine a valuable asset. Best wishes for the coming year."

**- and old 314
is good for many
seasons more**



Drawing from photograph of F. Gasperich and his 30-60 OilPull.

OUT on Gasperich's farm at Onida, South Dakota, old OilPull Number 314 is still "delivering the goods." Bought back in 1911, year after year she has given that kind of satisfaction that only an OilPull can give—and she is good for many years more.

As Gasperich, himself, tells the story — "For eight years now, number 314 has done the heavy work on this farm, cropping from 600 to 900 acres a year. We are just finishing breaking for the season, and the machine is working as good as when new, pulling eight breaking plows in dry sod.

"The reasons why we bought an OilPull were—first, because it was a guaranteed oil-burner; second, on account of its strong, rigid construction; third, because of its actual power performance with a throttle-governed and smooth-running motor. And I'll say right here that the machine has far surpassed all our expectations.

"We have pulled eight 14-inch breakers in dry bunch grass, with disk and drill behind. Parties here breaking the same kind of ground have used as high as eight horses on a single breaking plow and got stuck at that. You can figure it out for yourself—the OilPull has

been pulling nearly an 80-horse load. No tractor of any kind around here has ever equalled it.

"As for cheap operation, nothing can touch our old OilPull. I've noticed that neighbors, who have "so-called" oil-burners, buy gasoline by the barrel. We buy a small can of gas once in a while just for starting when the engine is cold. Our repairs have been so few I have forgotten them."

This is but one chapter from the written records of OilPull performance that have proved the remarkable long life, dependability and economy that go with every Oilpull.

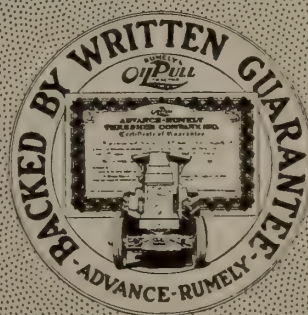
To Dealers

It is plain that the best basis upon which to choose a tractor is its performance over a period of years in the hands of owners. A permanent and profitable tractor business can be built up only through satisfied customers.

For 1919 the OilPull can be had in sizes from 3 to 10 plows—a complete standardized line of this famous guaranteed tractor.

ADVANCE-RUMELY THRESHER CO., Inc.,
La Porte, Indiana

RUMELY
OILPULL
TRACTOR
LA PORTE IND.



ADVANCE-RUMELY

Keeping the Cow in Luxury

The cow is distinctly a feminist. Pigs are not; they don't care. But Madame Holstein is to-day the most pampered female of the species. Dealers who have not heretofore made a specialty of building business by selling modern barn equipment may think it rather ultra-fashionable for 180 cows to drink out of individual fountains while electric fans waft the cool breezes over their aristocratic backs? Asa D. Candler, Jr., of Atlanta, Georgia, doesn't think so. He says that his cattle show the results and he proves it by referring to "Lizzie" who since her entrance into the lap of luxury, produces 44 quarts of milk daily.

Undoubtedly the dairy farm which Mr. Candler owns is as modern and scientifically conducted as the most exacting customer would require. It was originally a chicken ranch which has been remodeled for dairy purposes and the most modern methods are employed in caring for cattle.

The barn is provided with concrete floors, wooden blocks, electric lights and fans, steel frame stalls, novel drinking fountains,

milking machines, concrete feed troughs, electric equipment for the silo and bottling milk.

The farm has a colony of 180 full-blooded registered Holstein cattle. They are a fine family and universally conceded to be the best stock for level pastures. Their value is based on their direct proportional response in milk to scientific feeding and careful housing.

The Holstein "ladies" are out for the day while their home is cleaned and the evening meal prepared. It is absolutely clean and looks it. Some dairy barns are of the bungalow type furnishing numerous catch-alls for everything that's loose. This barn reminds one of a hospital ward. Fresh air and sunlight are supplied in abundance by the numerous windows on each side equipped for easy adjustment. The floors, walls, and ceiling are concrete and also spell cleanliness. Westinghouse ceiling fans are used for cooling the atmosphere in summer and ventilating in winter. The electric lights are many. The steel rails and stanchions are easy to keep clean and occupy a small amount of space.

The individual drinking fountains are a very sanitary feature. There is always a small amount of water in the bottom of the cement cup to entice her, for she is as dumb in regard to mechanics as fastidious about some other things. When she makes the attempt unconsciously she forces the valve open and hence always has fresh water. The feed trough shown, facilitates handling hay

ciency. They keep the warm air mixed with the cool air below, and hence insure an even temperature.

Electric Ensilage Cutting

The green corn for ensilage is cut with the aid of a 15-H.P. motor, and is blown through a conveyor into the top of a forty-foot silo. Mr. Candler considers green corn ensilage as the next best thing to green grass as a milk producing food.

Each Holstein cow gets its share of sunlight, the windows being so arranged that the sun shines near the cow in the morning and on her just before sunset. Mr. Candler uses the vacuum milking machine. All of the milking is done with these machines, thus preventing any dirt from getting into the milk. The milk flows into an air tight bucket, is emptied into a larger can and carried to the milk house.

Just as soon as the milk arrives at the milk house, it is strained and passed over a cooler until it reaches the proper temperature. From here it passes to a bottle filling machine, where the bottle is automatically filled and sealed.

Briarcliff farm pure cream, pure milk, pure butter-milk and pasteurized milk are served in various hotels in Atlanta and sold to discriminating customers.

Housing Your Stock

Keep the stock well housed and in good condition. Anything that is so much of a necessity and used for such good purposes should not be allowed to deteriorate unnecessarily in usefulness or appearance. It is not easy to sell shopworn goods, even at a reduced price. Keep them looking like new as long as possible.

A Cumulative Line

While the sale of silos has been somewhat neglected in the past, as mixed farming develops, more of these essential storage units will be sold in Western Canada. The mere sale of a silo is but one opportunity for the dealer. It is up to him to sell the farmer who has a silo, a silo filler, the power unit to drive it, a tractor for field use and a corn harvester to expedite and make easy and economical the process of silo filling. This is directly the task of the retail implement dealer, and it is good to know that in mixed farming areas many dealers see this and are actively engaged in furthering the sales of the collateral machinery which follows the possession of a silo. It pays to investigate these lines.



Facsimile of Front Cover of the 1919 Avery Catalog

ensilage and grain and makes scientific feeding possible. "Lizzie" can't possibly overeat.

Westinghouse fans are used for ventilation. They are chosen because of the small consumption of electrical energy and high effi-

Hundreds of Thousands of WEBSTER'S NEW INTERNATIONAL

DICTIONARIES are in use by business men, engineers, bankers, judges, architects, physicians, farmers, teachers, librarians, clergymen, by successful men and women the world over.

Are You Equipped to Win?

The New International provides the means to success. It is an all-knowing teacher, a universal question answerer.

If you seek efficiency and advancement why not make daily use of this vast fund of information?

400,000 Vocabulary Terms. 2700 Pages. 6000 Illustrations. Colored Plates. 30,000 Geographical Subjects. 12,000 Biographical Entries.

Regular and India-Paper Editions.



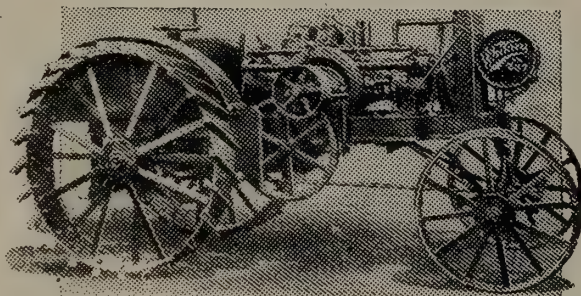
Write for specimen pages, illustrations, etc. Free, a set of Pocket Maps if you name this paper.

G. & C. MERRIAM CO., Springfield, Mass.

A MONEY-MAKING OPPORTUNITY FOR RESPONSIBLE TRACTOR DEALERS

9-18 H.P. **WHITNEY** 9-18 H.P.

Weight
3000 lbs



2-3
PLOW

Write
Now

The Whitney tractor will handle two plows in any soil, three under favorable conditions. Great reserve power for drawbar and belt work. Powerful, sturdy, simple and durable. Built by a company who have been manufacturing tractors for over fourteen years. We want dealers who can handle good-sized territory. The Whitney sells, stays sold, and gives years of satisfactory service. Our price is right.

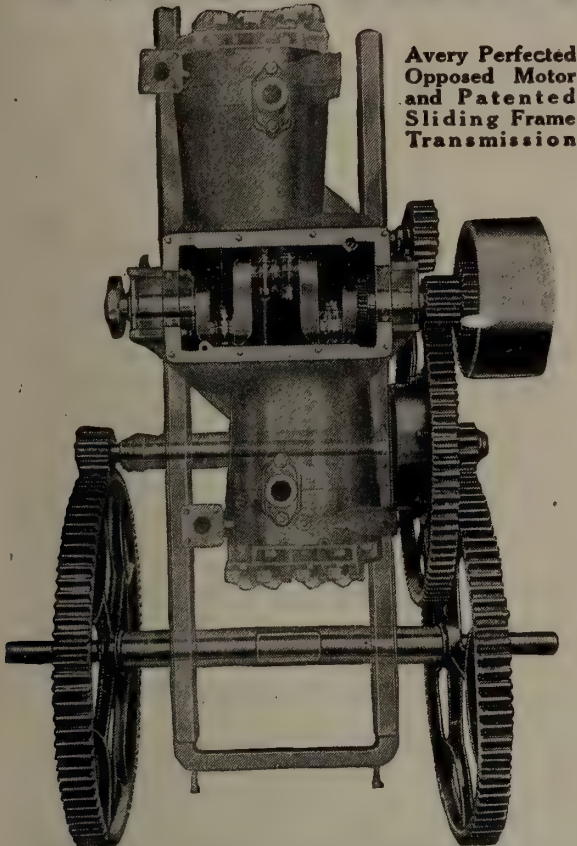
DEALERS: CONSIDER THESE SPECIFICATIONS

FRAME—The frame is built of 5-inch channel steel, spring hung in front; broad wheels, flat spokes; driver's seat is spring mounted within easy reach of all lever controls.
MOTOR—5½-inch bore; 6½-inch stroke. Two cylinders opposed. 18 H.P. on belt R. P. M. 750.
CONNECTING ROD BEARINGS—2¼-inch x 2½-inch.
MAIN BEARINGS—2¼-inch x 4½-inch.
LUBRICATION—Madison Kipp Automatic Force Feed Oil.
RADIATOR—Modine Spirex.
CIRCULATION—Rotary Pump.
CARBURETOR—Bennett.
IGNITION—Dixie High Tension Magneto.
CLUTCH—Contracting band, easily and quickly adjusted.
BRAKE—On rear axle drum.
FRONT WHEELS—30-inch x 5-inch.

TRANSMISSION—Selective type. Three speeds forward, 1¾, 2½, 4. Gears cut steel, hardened. Timken roller bearings. Dust-proof, oil-tight housing.
DRIVE WHEELS—48 inch diameter, 10 inch face. Extension angle lugs regular equipment.
GASOLINE CAPACITY—9 gallons.
WEIGHT—3,000 pounds, complete with lugs and equipment.
DRAWBAR—Adjustable.
POWER—9 H.P. on drawbar. 18 H.P. on belt.
TURNING RADIUS—11 foot.
WIDTH—56 inches. LENGTH—123 inches.
HEIGHT—58 inches. WHEEL BASE—82 inches.
PULLEY—11 inches diameter, 6¾-inch face.

Manufactured by The Ohio Manufacturing Co.,
Address all Enquiries to Export Department,
CHIPMAN LIMITED, Managers.
8-10 Bridge Street - - - - - NEW YORK, N.Y.

The Most Efficient Tractor Transmission System Built



Avery Perfected
Opposed Motor
and Patented
Sliding Frame
Transmission

Be An Avery Motor Farming Specialist

Sell the complete standardized Avery Line of Motor Farming Machinery. The Avery Line consists of five sizes of kerosene tractors, all built alike from the 8-16 to the 40-80 h.p.—the special Avery 5-10 h.p., the Avery Motor Cultivator and the complete line of Avery Threshers and Tractor Plows built in sizes for every size tractor. Avery Machinery is in successful operation in all 48 States in this country and 61 foreign countries. Find out if your territory is still open.

THE Avery Patented Sliding Frame Transmission is an exclusive and protected Avery Tractor feature that is making sales and satisfied customers for Avery dealers.

It is simple; it stands up under heavy-duty tractor work and delivers the power to the belt wheel and drawbar with the least possible loss.

It is the only tractor transmission system built that makes possible a direct drive in either high, low or reverse gear, or in the belt. And what's more, it requires only one clutch—only three shafts—only three gear contacts and only eight gears between the motor and the drawbar. All intermediate gearing, shafting and bearings are eliminated. All gears are straight spur gears, which years of steam tractor experience have proven to be the most successful for heavy-duty traction work. All gears are open and located outside the frame, where they are easily accessible yet are well protected.

All are made of steel and semi-steel, which means that they are able to stand up under hard strains that tractor gears must meet.

The belt pulley is mounted directly on the end of the crankshaft. There are no bevel gears between it and

the motor and no extra crankshaft bearing on the frame of the tractor.

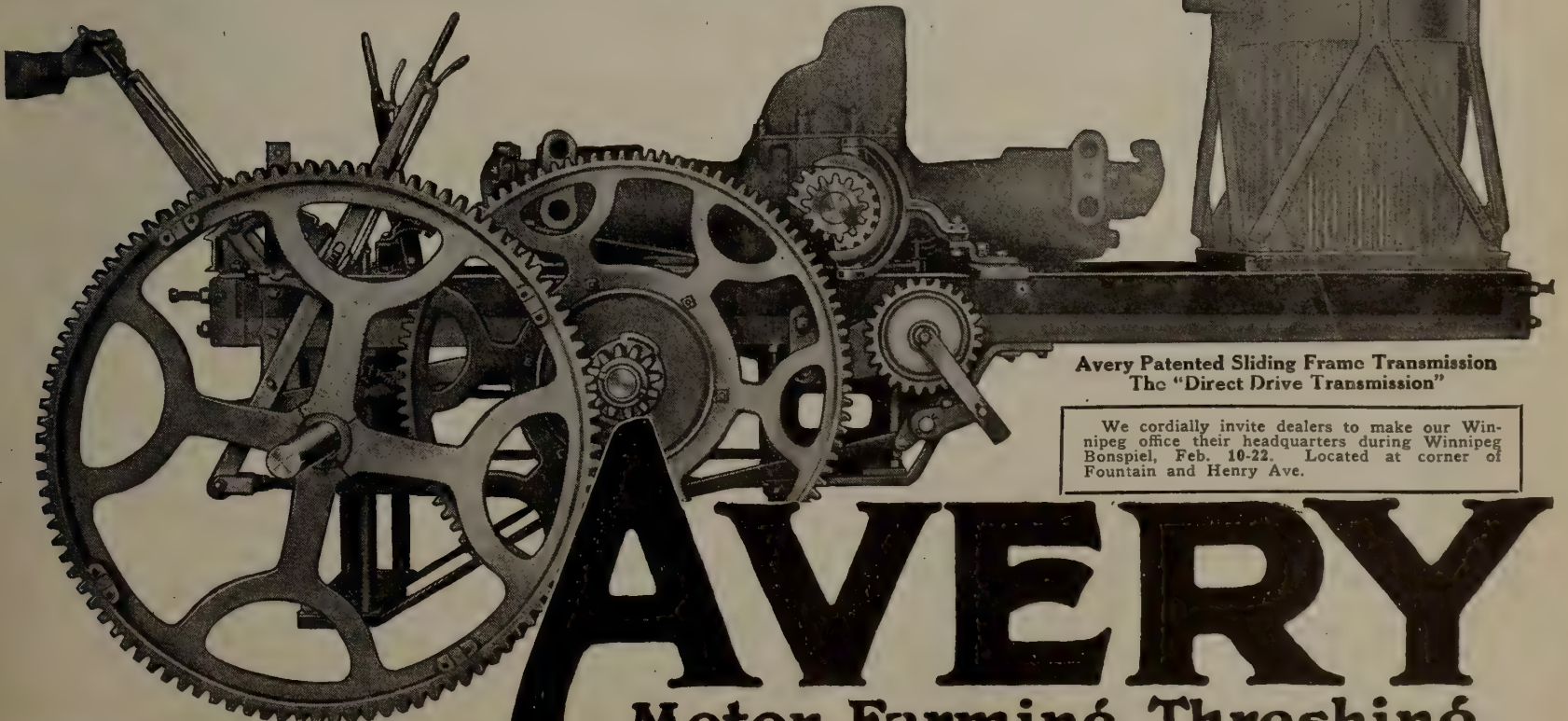
All of the power of the motor is delivered directly to the belt. None is lost through extra bearings, or by turning corners through bevel gears. Because the Avery perfected opposed motor runs at low speeds, we are also able to use a large belt pulley, which grips the belt better and insures better running of the machinery.

These features make the Avery Patented Sliding Frame Transmission the most efficient transmission system built.

All of these and many other exclusive Avery features are built into all of the five standardized sizes of Avery Tractors. Avery features are making big sales and satisfied customers for Avery dealers everywhere.

EVERY COMPANY,
CANADIAN AVERY CO., Limited, Winnipeg
Branches: Regina, Calgary, Saskatoon.

Iowa Street, PEORIA, ILL.
Sub-Branches at Lethbridge and Camrose



Avery Patented Sliding Frame Transmission
The "Direct Drive Transmission"

We cordially invite dealers to make our Winnipeg office their headquarters during Winnipeg Bouspiel, Feb. 10-22. Located at corner of Fountain and Henry Ave.

DEALERS: An Avery Service School
will be held in Winnipeg, Feb. 19-21.

AVERY
Motor Farming, Threshing
and Road Building Machinery

Tractor Sales Increase Small Thresher Trade

That the tractor and implement business go hand in hand is evidenced by the history of the gasoline engine business.

Look back fifteen years and count the number of different machines now on every implement dealer's floor that have been developed in connection with the gas engine.

The tractor business opens up even a wider field of opportunity. Specially adapted machines while not always needed at first will be purchased by the farmer as soon as he discovers their greater efficiency. Tractor plows are just a starter. We already have the

tractor disk harrow, automatic lift grain drill, wide cut mower with steering attachments, hay loaders and a dozen other machines.

In addition to implements that are handled by the drawbar there are the numerous belt power machines of medium size designed to be operated by a five horsepower engine and up that will help to keep the tractor busy.

There should also develop a more general sale for the larger belt power machines, such as shellers, shredders, ensilage cutters and the like, which are just the right size for the average kerosene tractor.

Of recent years there has been a gradual tendency to the smaller

thresher. Farms are being split up, farmers are growing richer and more independent, which all tends to eliminate the thresherman and his big outfit.

The large crew of men required to operate the big outfit has created a serious situation in many districts within the past year which will be further aggravated this coming season by the labor shortage.

This is an opening for the tractor dealer who can sell the complete small outfit or canvass his tractor customers for future sales.

The handwriting is on the wall and the dealer who fails to take advantage of the tractor business to increase his implement business is passing up an opportunity

that will mean thousands of dollars to him in future sales.

Fibre Paper Twine

The International Harvester Co. is manufacturing and putting on the market in a small way what is known as fiber paper twine. The treated fiber is enclosed in paper in such a way as to almost entirely prevent the treatment from leaving it. In addition to this, on account of the fiber itself not coming in contact with the wearing parts of the binder, it is practical to use a larger per cent of tarry products which preserve the fiber and help to make it more insect-proof. Experiments made during the past two or three years with this kind of twine have proved very satisfactory in respect to being proof against insects.

Moline Man in Canadian West

W. B. Gleeson, special representative for the Moline Plow Co., Moline, Ill., recently spent some time in Winnipeg. Mr. Gleeson went West, visiting Regina, Saskatoon and Calgary. His visit is for the purpose of making a complete investigation of conditions in the farm machinery field in Western Canada, as the Moline Plow Co. are seriously contemplating again entering the Dominion with their complete line of horse drawn implements. Moline Universal tractors and Moline tractor tools are already being distributed in the Dominion, and the trade will be interested to learn that very probably the entire Moline line may be at the command of Western Canadian dealers in the not far distant future. This line is well and favorably known to farmers throughout the West, as the company for years had their own agents and distributing branch houses in Western Canada.

N.G.E.A. Expands

The directors of the National Gas Engine Association are considering plans for enlarging the scope of that body. It has been proposed to establish seven departments within the association, embracing the following lines: Large stationary engines, farm and small stationary engines, tractors, marine engines, oil engines, farm lighting plants and general accessories.

An advertiser has sound reasons for the expenditure of money for advertising purposes. Every plan should be the result of these reasons.

Brockville Peerless Trailers are Profit-Makers



THE CANADA CARRIAGE COMPANY, LTD.

DEALERS: Our trailers save wear and tear on the car. Farmers, Stock Men, Dairymen, Merchants and Liverymen are Live Prospects for this Line. Note the Specifications:

Style D—1½ inch axles, 1 3/8 in. steel tires.

Style E—1¼ inch axles, 1¼ in. solid rubber tires.

Style F—1½ inch axles, 2 inch solid rubber tires:

Ball bearings.

Wheels—30 inches; select hickory.

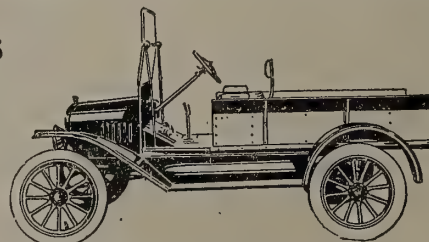
Painting—Body and gear black; neatly striped.

Body 42 x 72; 11-inch panel with 7-inch shelving. Steel corners, specially ironed and braced; drop tailgate.

Gear—Special auto style springs, with wrought spring hanger. Springs hung under axle. Track 4-ft. 8-in.

Ford Commercial Bodies—all Types

We handle a complete line of commercial bodies—a variety to meet every demand in your town and territory. Here we show our Model FI Flare Board Express Body. Loading space, 42-ins. wide by 62-ins. long. Panels 11¼-in. Flare board 4½-in. Heavy framework; solid construction throughout. Painted green and nicely decorated. Write for special literature and prices on this quick-selling line.



WE MANUFACTURE AND DISTRIBUTE THE FOLLOWING LINES:

McLaughlin Carriages and Cutters

Munro & McIntosh Carriages and Cutters

Brockville Carriages and Cutters

Heney Harness and Blankets

Automobile Trailers—Winter Tops—Commercial Bodies

PAY US A VISIT DURING WINNIPEG BONSPIEL, FEBRUARY 10-22. Make our Showrooms at 156 Princess Street, your headquarters while in the city. We will be glad to have you look over our complete line.

CARRIAGE FACTORIES, LIMITED

156 PRINCESS STREET, WINNIPEG

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

THE BERT CONWAY ESTATE, Box 33, REGINA, is Distributor for Saskatchewan of Heney Harness and Munro & McIntosh Buggies. Stocks carried at Regina

TURNER

Simplicity



Full speed ahead!

The Turner Simplicity Tractor is starting a new era in its career. We've plowed the ground and planted the seeds for a bigger business and now the harvest is beginning to come.

HELP US REAP IT!

The Turner Simplicity is "sold" to thousands of farmers—hundreds of them haven't bought it yet, but they are sold on it, and the live dealers who have taken Turner territory are fast finding this out.

ARE YOU ONE OF THEM?

If not, let's see if you can hitch up to our proposition. We've got a good one—a better one than ever this year,

due to far bigger advertising, more complete sales co-operation, etc.

A SALES PLAN THAT SELLS

We have a co-operative sales plan that "puts it over." There isn't a bare spot in the whole proposition. Not a single item has been overlooked that would help the dealer along with his sale. Turner selling is simply a matter of getting to farmers who want to buy any tractor. Let us tell you all about it—now.

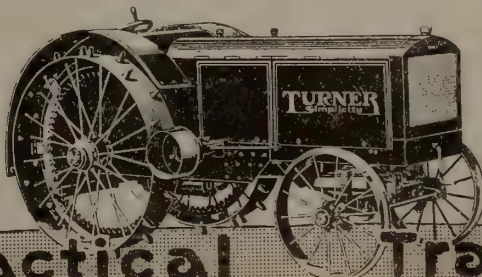
Write or call on nearest Canadian Distributor.

THE TURNER MFG. CO., 215 Lake St., PORT WASHINGTON, WIS. U.S.A.

TURNER TRACTOR SALES CO.

195 Portage Ave., Winnipeg, Man.

Branches in Calgary and Regina



Other Distributing Points in Canada:

EUG. JULIEN & CO., QUEBEC, QUE.
MAXWELL'S LTD., ST. MARY'S, ONT.

**CAPITOL MOTOR, No. 10625 101st AVENUE,
EDMONTON, ALBERTA.**

The Practical Tractor

Engine-Driven Grain Binders

The high cost of production has made crop insurance imperative. The farmer to-day has so much invested in crop production up to the time of harvest that he cannot afford to risk the losses incurred by inadequate preparation for harvesting.

He must be able to cut his grain quickly and at just the proper time in spite of adverse weather conditions and in spite of heavy, tangled, matted grain conditions. The rapid development and popularity of the binder engine demonstrates that grain growers everywhere see in it an efficient insurance against harvest losses.

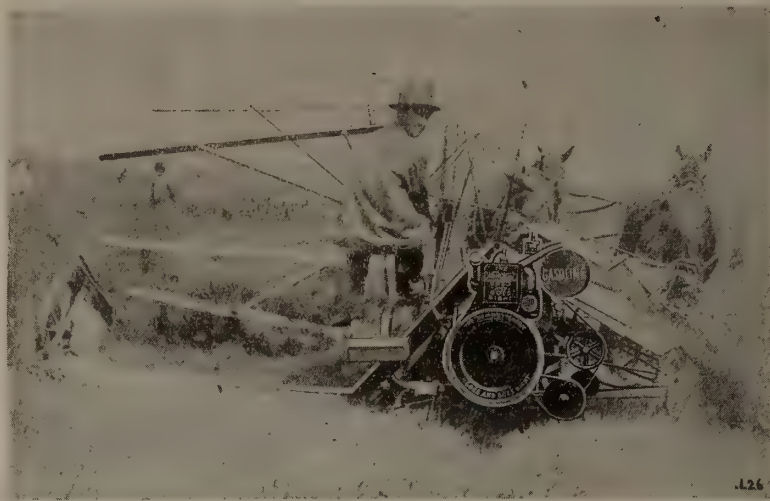
The illustration shows a Deering binder operated by the "New-Way" engine.

The "New-Way" Motor Co. states that for fifteen years they

have been known and recognized as builders of heavy duty air-cooled engines exclusively. Their well-known basic principles, developed and enriched by fifteen

years of world-wide experience, are embodied in the all-purpose engine.

For the application of this engine to grain, rice and corn pull



The Modern Binder Engine Saves Horse Power

binders, to push binders, headers, corn pickers, etc., the "New-Way" Motor Company are prepared to furnish attachments complete with sprockets. The simple adjustments allow easy mounting with quick and sure alignment of engine to the binder.

The usefulness of this engine, however, is not confined to the harvest field. It is provided with a multiple disc clutch of the automobile type, carrying both a sprocket for chain drive and a pulley for belt drive, so that its application to work about the farm is limited only by the power required and by the ingenuity of the farmer in devising uses for it.

The "New-Way" all-purpose engine is stated to be particularly adaptable to farm lighting plants and electric generating sets. It is throttle governed, insuring a steady current output. The home may be lighted and the dairy machinery electrically operated.

The popularity of this engine is steadily increasing—it insures the harvest, it lights the home, it conduces to the sanitary operation of the dairy and it removes the drudgery from farm life. Agency particulars may be had from the manufacturers, The "New-Way" Motor Company, of Lansing, Michigan.

The New 1919 Avery Catalogue

The new 1919 Avery catalog is the finest catalog that has ever been published by Avery Company, which is an 80-page book, and shows the complete line of Avery motor-farming, threshing and road-building machinery. Everything from the baby 5-10 Avery motor cultivator and planter, also the many sizes of h.p. tractor to the 40-80 h.p. size Avery "Yellow-Fellow" and "Yellow-Kid" "grain-saver" separators.

Avery tractors are shown, not in a dead lifeless way, but in illustrations that look like the machines themselves—just as you see them on the farm. The big features of the Avery "draft-horse" motor and "direct-drive" transmission are also shown in a better way than ever before.

This book is more than an ordinary tractor or separator catalog. Besides showing Avery machines, it gives facts on the use of motor-farming machinery that every dealer will be glad to know.

Copies of this catalog will be sent to any dealer who wishes same by writing to Avery Company, Peoria, Ill., or the Canadian Avery Co., Winnipeg or Regina.

AN INVITATION

To EVERY *Westwo* DEALER

AND TO OTHER DEALERS THROUGHOUT THE COUNTRY WHO UP TO THE PRESENT HAVE NOT HANDLED THE *Westwo* LINES

WHEN you come to Winnipeg during the Bonspiel, be sure to visit the *Westwo* plant. See for yourself how quality is built into every product that bears our name. You will then be in a better position to recommend to your customers lines that are bound to give satisfaction, and you will realize better why we can stand behind every *Westwo* product with our quality guarantee.

West-Woods Limited

WINNIPEG

Standardization of Machinery

The farmers' organizations seem to be taking considerable interest in the question of implement standardization. At the convention of the United Farmers of Alberta, one resolution read as follows:

"Whereas agricultural implements enter very largely into the cost of feed production, and whereas a great army of able-bodied men are at present engaged in the sale of repair parts for agricultural implements, and,

"Whereas we believe that by standardizing all machinery used in production of foodstuffs a lasting benefit would be conferred on both producer and consumer;

"Resolved that we, the United Farmers of Alberta in convention assembled, demand that the Dominion Government pass a law requiring that all machinery used in production of foodstuffs be of standard design, so that the same repair parts can be used on any make of implement."

This is certainly putting some job up to our law makers, but it shows that the farmers realize the necessity for standardization. While the competitive idea of having something "different" may have in the past induced some factories to produce a multiplicity of types of different implements, the farmer, by his demands for special types of tools which he considered essential to his locality and soil, did a good deal to add to the chaos of sizes and types that are now, happily, being reduced by standardization measures. In this connection a letter from a farmer, which appeared in a Western farm journal, says:

"The farmers of the West lose more every year through lack of standard machines than they can make up by growing five bushels to the acre. Take the binder. We would need slats, canvas, reel slats, reel arms, knives, sections and pitmans' standardized. Mowers—ledger plates, sections, knives, pitmans and guards. Rakes—teeth. Drills—spouts, chain and disks to be made interchangeable if not made the same. Plows to have shares to fit and this alone would make many million plows serviceable and workable that are to-day standing in fence corners.

"We would need engine shares 14 inches for stubble and break. Horse shares 12-inch for stubble and breaking. Horse shares 14-inch for stubble and breaking. Horse shares 16-inch for stubble and breaking."

It isn't difficult for a man to be good after he gets too old to be bad.

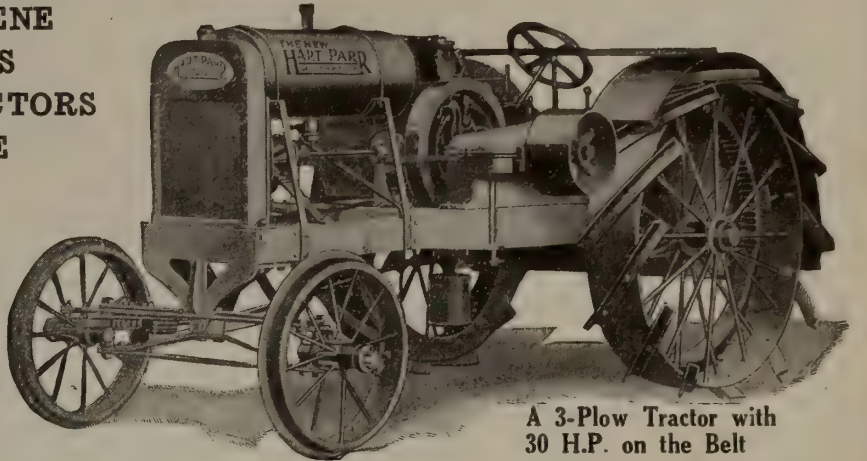
THE NEW HART-PARR TRACTOR

Gives Maximum Power at Minimum Fuel Cost

**THEY BURN KEROSENE
AS SUCCESSFULLY AS
GASOLINE TRACTORS
BURN GASOLINE**

Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dray kerosene shunt.
BEARINGS—SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
RADIATOR—Perfex—shaft driven pump and fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,000 pounds.



A 3-Plow Tractor with 30 H.P. on the Belt

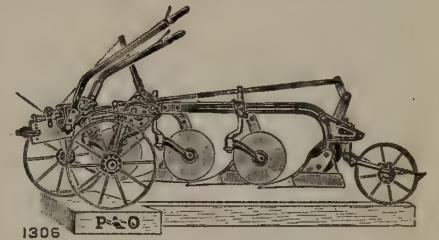
Dealers handling the New Hart-Parr find that one of the sales-compelling features of this tractor is its ability to deliver unusual power continuously at minimum fuel cost. The Hart-Parr is as sturdy and powerful as it looks. It develops more than rated horsepower at a speed below normal and has a big reserve for emergency. Its twin engine is based on an unyielding, one-piece cast steel engine bed.

The Hart-Parrs were the FIRST successful kerosene burning tractors. The New Hart-Parr is designed and built by the pioneers of the tractor industry. It embodies every practical improvement that has been evolved in years of experience. An all-purpose tractor that handles any haulage or belt job on the farm. The Dray Kerosene Shunt, an exclusive Hart-Parr feature, enables this tractor to deliver more power from kerosene than any tractor of its size, and more power per gallon of fuel. At no load or full load the engine runs equally well.

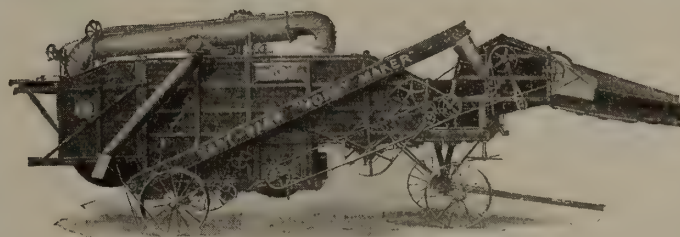
P & O Little Genius Tractor Plows Have Made Good Everywhere

The wide-world reputation of this plow for making good under any and all conditions is a fact that the dealer should consider. It's worth while to KNOW when you sell a tractor plow that it will stay sold. Every feature is a business builder. High level lift. Bottoms are forced in ground, not merely dropped. Pin break hitch. Cone coulter bearings. Big bottom clearance, etc. Investigate this ideal plow line and ask for our sales proposition.

P & O
TRACTOR PLOWS



HART-PARR "MONEY MAKER" THRESHERS



built to do good work under the most adverse threshing conditions. Sold complete with all attachments if desired.

Hart-Parr dealers have a complete power line at their disposal, tractor, plow and separator. The Money Maker threshing machine threshes clean and quickly. Made for years of hard service. A guaranteed grain getter; built for efficiency and capacity. Quality in every part, truck, frame, drive, rack, cylinder, shoe, etc. Designed and

Investigate Our Line during Winnipeg Bonspiel

VISIT OUR SHOWROOMS at 328 William Avenue. Look over our complete line and let us demonstrate why the Hart-Parr is the biggest tractor value in its class.

HART-PARR OF CANADA, LIMITED
WINNIPEG, REGINA AND CALGARY

Sub-Surface Packers Valuable

For the preparation of wheat land, alfalfa land, etc., and for summer fallow preparation so as to retain all the available moisture, the pulverizer and subsurface packer, either horse-drawn or in the form of a plow attachment is one of the most valuable implements the dealer can sell. Experience has shown that in preparing land for wheat it is essential that the plowed field be thoroughly compressed soon after plowing. The lumps are broken up by this process, and the elements do not absorb the moisture so readily after the soil is treated with the subsurface packer.

The plow and harrow are necessary implements, but if the greatest results are expected from their use they should be assisted by the soil packer.

The use of the soil pulverizer prevents the waste of land by windstorms. The use of this machine cannot be too highly recommended as a preventive of soil erosion. When this machine is used the soil is rolled in a direction at right angles to the prevailing winds. This prevents the windstorms from picking up the soil particles. As some of the

disastrous winds occur at the season of the year when much land has been plowed, the implement which prevents soil waste should interest most farmers.

The old smooth roller was all right when it was necessary to compact the top soil, but the modern pulverizer acts not only as a roller, but as a pulverizer, clod crusher and packer at one time. Made with interchangeable wheels, for different uses these machines when used as plow attachments can be hauled after the plow doing the work at the right time and in one operation. For practical results these implements are great time and money savers. Their use is a guarantee of good work. The disks are arranged so the cutting edges leave a series of ridges of finely compressed soil. For a good stand of wheat, alfalfa, etc., a finely pulverized, compact seed bed is essential. Often a machine of the type mentioned has been instrumental in bringing success to the farmer's efforts.

We all know that the roots of

SHARPLES

Suction Feed
Separators
and Packers



1919	JANUARY	1919
SUN	MON	TUE
5	6	7
12	13	14
19	20	21
26	27	28

THE SHARPLES 1919 CALENDAR

wheat and alfalfa plants should be bedded in a seed bed which is composed of small, closely related particles of soil. This is necessary so the roots of the young plants can draw out sufficient moisture for steady growth.

A machine which makes for success is worth investigating in all cases. Probably some farmers will grow crops with the assistance of this machine, where weeds formerly were grown.

The Sharples Calendar

The Sharples calendar for 1919 is an especially attractive one and should be in great demand with Sharples dealers and users of the Sharples Suction-Feed Separator. The company state that the response from dairy people has been a most encouraging one, for it is seldom that a manufacturing concern puts out a calendar of the broad character of the Sharples 1919 calendar. It is pleasing to all people interested in the great dairy industry. Western Canadian dealers should make sure they get a copy, by writing the nearest branch.

Case Branch Managers Held Meeting

The J. I. Case T.M. Co., Racine, Wis., recently held their seventeenth annual meeting of branch managers and their assistants. Sixty were present from Case branches all over the continent. The meeting was in charge of E. J. Gittins, vice-president in charge of sales. Warren J. Davis, president, reviewed the past year's business—a record for the company. Frank K. Bull, chairman of the Board of Directors, spoke on future business. Manufacturing problems and costs were covered by M. H. Pettit, vice-president in plant and production.

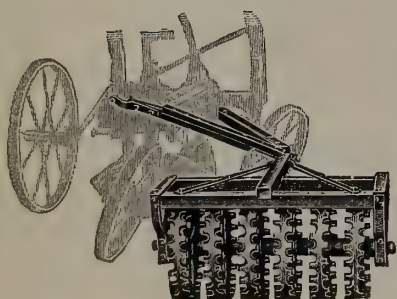
A whole week was spent in a thorough consideration of problems affecting every side of the business. The managers spent considerable time in the factories, seeing how Case machines were made. The annual banquet was held on the Thursday evening. Among the representatives present the following gentlemen were from Canadian territory:

A. H. Alfsen, Toronto; J. H. Redden and L. J. Mumford, Winnipeg; H. J. Quane and C. V. Leslie, Regina; J. T. Atkinson and B. H. Tewksbury, Calgary; and T. D. M. Osborne and F. R. Shultz from the Saskatoon branch of the company.

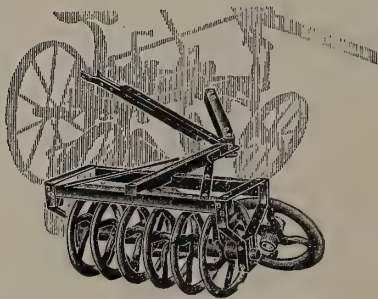
Good Advertising

Advertising that is carefully planned—with a broad and comprehensive knowledge of conditions, is profitable advertising.

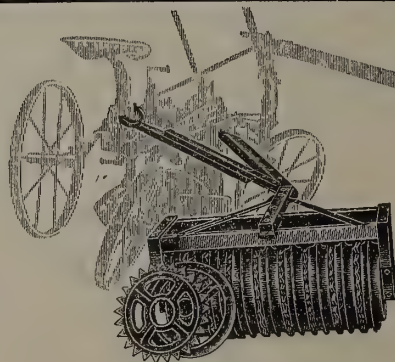
Hit-and-miss advertising is always unprofitable—frequently disastrous. Such advertising has earmarks of its own—it is readily identified, or should be.



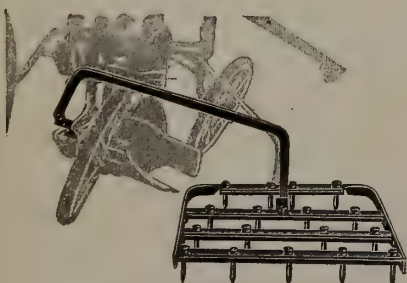
AS A SURFACE PACKER



—A SUB-SURFACE PACKER



—OR A MULCHER



HARROW READY FOR OPERATION



HARROW TILTED FOR HANDLING ON ROAD

Help Your Customers to Solve the Labor Problem.

Every Farmer Now Requires

"Christiansen" Harrow and Packer Plow Attachments

The demand for Christiansen plow attachments will be enormous. The farmer wants to do double work with one operation. Our 1919 packers—all styles—fit the same frame and dust-proof, lubricated sleeve axle. Patent hitch; no side-draft; and the only packers with the celebrated axle. Send orders at once. We have a large stock on hand. DON'T CONTRACT FOR LARGE PACKERS UNTIL YOU HAVE SEEN OURS.

LOOK OVER OUR LINES DURING BONSPIEL

Visiting dealers are invited to inspect our complete line during Bonspiel, in our showrooms, 303 Owena Street, Winnipeg. We'll be glad to see you.

ASK FOR PRICES AND OUR AGENCY PROPOSITION

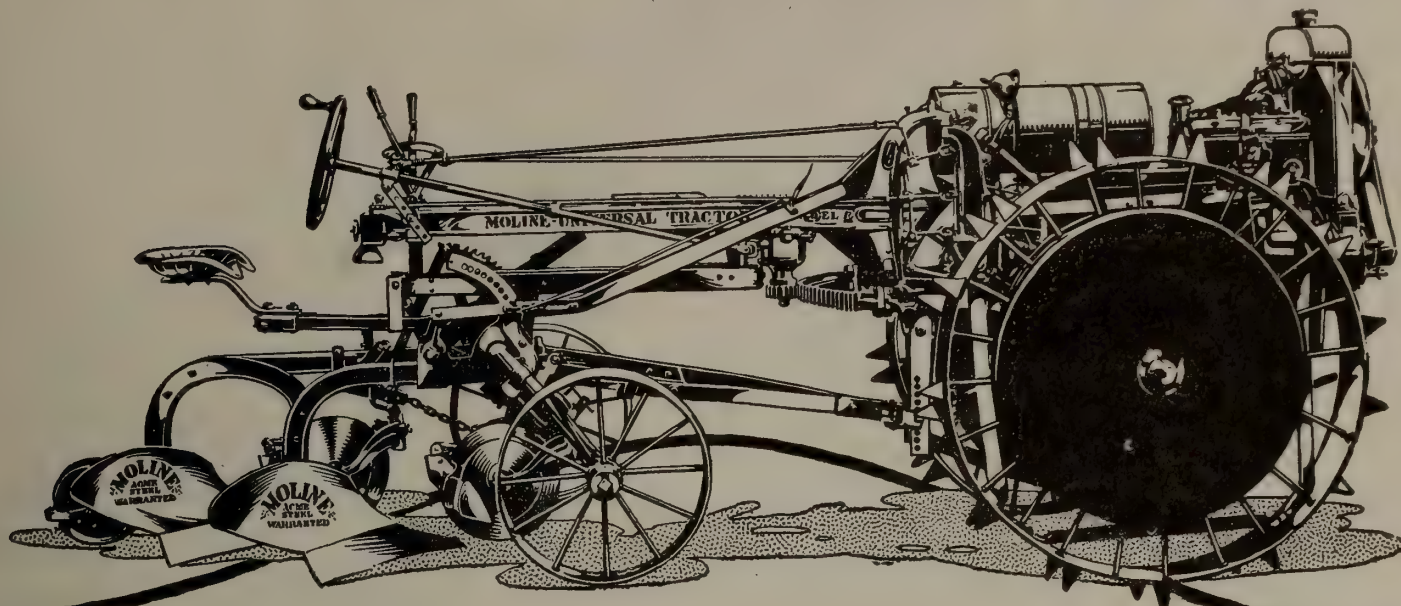
YOU DEAL DIRECT WITH THE FACTORY

CHRISTIENSEN IMPLEMENTS LTD.,

303 OWENA STREET

WINNIPEG

Twice the Work—Half the Expense



"One man and a Moline-Universal Tractor will do about the same work (taking a season through) as two men with four horse teams."

Statements such as this from Moline-Universal owners—and we have many of them—support our claim that the Moline-Universal enables one man to do twice as much work at about half the expense as is possible with horses.

With a Moline-Universal one man can plow 9 acres a day, double disc 27 acres, drill 35 acres, cultivate 15 to 20 acres, mow 25 to 35 acres, and harvest 30 to 35 acres.

Figure out for yourself how long this would take with horses.

The cost of operating a Moline-Universal Tractor is no greater than maintaining three or four horses, while it will do twice as much work. Then there is another big advantage—belt work. The Moline-Universal has enough power for all ordinary belt power requirements.

With these facts in mind, you will realize that the sales possibilities for such a tractor are practically unlimited. There is still a small amount of territory open for a few good live-wire dealers. Get in touch with us immediately.

Distributors for Canada:

WILLYS-OVERLAND, LIMITED

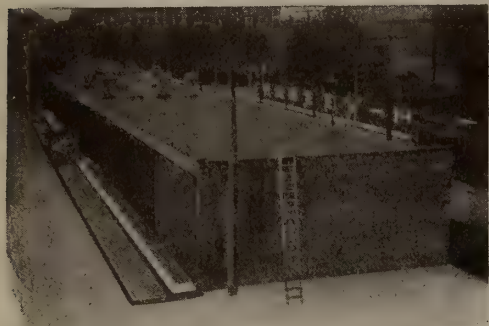
WEST TORONTO, ONT.

MANUFACTURED BY MOLINE PLOW CO., MOLINE, ILL.

MOLINE

UNIVERSAL TRACTOR





Dry Kiln at Toronto Plant



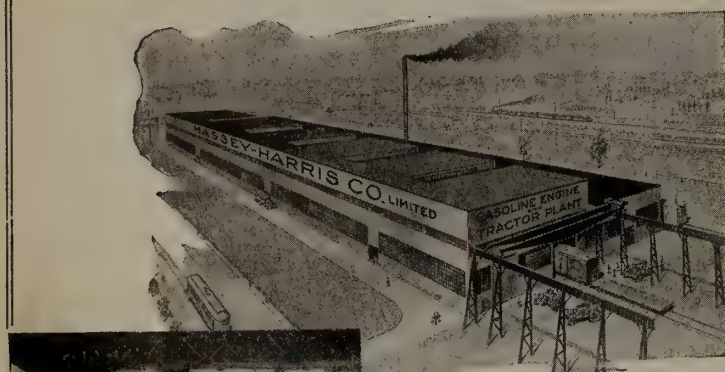
Steel Storage and Bolt Department at Brantford



New Warehouse at Brantford



Extension to the Verity Works

At left
Extras Department, BrantfordBelow
Addition to the Toronto Plant

The New Engine and Tractor Plant at Weston, Ont.

Views showing Additions and New Factory Space by which the Massey-Harris Company Limited will increase production capacity.



Massey-Harris Co. Increasing Capacity

In 1847 a few implements were built in a little blacksmith shop in Newcastle, Ont., and shortly afterwards Beamsville saw a similar establishment commence. After nearly half a century of individual effort these pioneer Canadian implement manufacturers combined forces, also associating with themselves others who had demonstrated their ability to produce the best implements possible. The company considered that by combining the best efforts of those who had specialized along certain machine lines it would be possible to produce a line of Canadian-made implements embodying the good points of all. Certain factories specialized in the various units in the Massey-Harris line, and the years have proven the wisdom of this manufacturing policy.

To-day it is safe to say that the name "Massey-Harris" is known all over the world, wherever modern farm implements and machinery are in use. As both export and domestic trade have increased, it has become necessary to provide increased manufacturing facilities. At the present time the company reports that

very extensive enlargements are being carried on, as will be seen from the group of illustrations which indicate the present factory and production expansion of the Massey-Harris organization.

Among the new buildings may be mentioned the following:

At Toronto, a new reinforced concrete building, of the most modern curtain construction, 111x117 feet, five stories and basement, is nearing completion. It is absolutely fire-proof, being built entirely of steel, concrete and glass. This will house the cafeteria, the cream separator plant and the advertising and printing department, which is managed by F. W. Hunt. A modern dry kiln, 117x33, has also been erected at the Toronto plant, together with a storage building 80x33.

Increased capacity for gasoline engines and tractors has been provided by the purchase of a factory at Weston, Ontario, consisting of a structural steel building, 442x130 feet, together with about 17 acres of land, giving ample room for the testing of tractors. Every facility is being provided in the way of improved machinery and appliances to insure the greatest accuracy in the machining and fitting of the various parts, to secure perfect working machines.

At the Massey-Harris Brantford plant, three new buildings have just been completed. One, 108x182 feet in size, is for steel storage and bolt manufacture. Another, 66x144, three stories, is used for storage and shipping; while the third, 38x60, four stories, is devoted to the storage and shipment of extra parts for repairs.

At the Verity Plow Company, Brantford, Ont., where Massey-Harris plows, harrows, land rollers, grinders, etc., are built, it has been found necessary to provide more room. A steel storage building, 60x50 feet, and another 160x90 feet, for the manufacture of drag harrows and saw outfits, have been completed and occupied. Both are of brick and steel with plenty of light, and equipped with every convenience.

From these facts it is evident that the Massey-Harris Company is now splendidly equipped to give prompt delivery of their line, and the best of service to dealers and users, wherever located.

Tractor Power

Every tractor has potentially the power of from eight to twelve horses. If, therefore, as many as 100,000 tractors are built and sold this year, and this number of

machines may be doubled, then power equivalent to that of 800,000 to 1,200,000 horses will have been put upon the farms of the continent. Not that that many horses will have been displaced, for the tractor at its best has not yet displaced horses to a greater extent than from 33½ to 40 per cent.

There are a great many arguments that can be advanced that are favorable to a farmer purchasing his tractor in the late fall or during the winter. It is an admitted fact that any machine, especially a motor-driven machine, will operate better after it has been working for a time.

Winter provides just about the proper amount of work to call attention to the adjustments and changes that should be made. When it is then time for the spring plowing season, the tractor's heaviest task, the engine has been tuned up to the proper pitch.

Sawyer-Massey Calendar

The Sawyer-Massey calendar for 1919 is a very nice piece of lithography. The threshing scene shown features a "farmerette," complete with pitchfork, in the foreground. The coloring of the scene is exceptionally good and the hanger tasteful.



THE COULTERS DO THE WORK—MAKE PERFECT SEED BEDS

Sell This Labor Saver

Farmers are striving to meet the great need by increasing crop production. Their greatest handicap is lack of labor. Show your farmer friends a tool that helps them to meet the labor shortage and you'll soon be closing sales.

Acme

PULVERIZING HARROW

enables farmers to do with less help. They are so simple and easy to operate that a boy, girl or woman often takes the place of a strong man. The driver rides on a comfortable seat instead of plodding over soft ground. They are light draft and work fast. Our larger sizes are in demand for tractor as well as team equipment.

Year in and year out, "ACME" advertising in the farm papers has been making new friends and keeping old ones. You'll find it a great help in turning prospects into sales.

Write for dealer proposition---*to-day*. Ask also about the new "ACME" Disc Harrow.

DUANE H. NASH INC.

107 ELM STREET

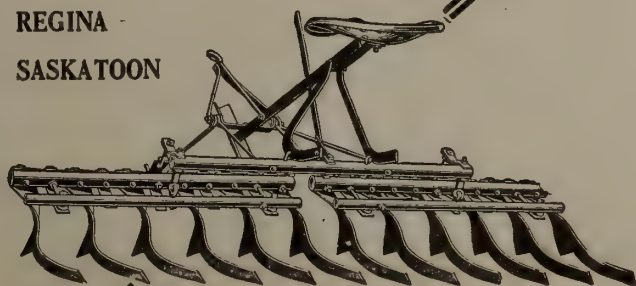
MILLINGTON, N.J.

GENERAL AGENTS:

JOHN DEERE PLOW CO.

WINNIPEG REGINA

CALGARY SASKATOON



"ACME" No. 23. Cuts 6½ ft. wide



J. I. CASE

PLOWS

"Good Will" That Means Profits for Dealers

FARMERS everywhere recognize the name J. I. Case as a guaranty of quality. This "good will" has been created through 40 years of specialized plow building.

During this time J. I. Case has perfected plows with *special* mechanical features. Features which farmers have always wanted. Features which mean *bigger profits* for dealers.

For instance—in the J. I. Case Tractor Plow, costly "drag" and landside pressure are practically eliminated. J. I. Case Plows "ride" like a wheeled vehicle—they do not drag like a stone boat.

This means more acres plowed per day with less fuel, labor and repair expense. It makes the tractor a better investment.

Then, too, the sturdy, simple, power lift is so arranged that the plows can be lowered and raised at will from the tractor seat. Plows enter and leave the ground, points first—like a walking plow.

Sell J. I. Case Plows in your territory. Profit by the "good will" J. I. Case implements have created.

YOUR CORRESPONDENCE IS INVITED

J. I. CASE PLOW WORKS

244 W. Sixth St.

Racine, Wisc., U.S.A.

J. I. Case Tractor Plows are sold by the Canadian Fairbanks-Morse Company, Ltd., Winnipeg, Saskatoon and Calgary, Canada.

DEALERS EVERYWHERE IN CANADA

NOTICE—The Supreme Court of Wisconsin has decided that our plows are the "ORIGINAL CASE PLOWS" and that we are entitled to the exclusive use of the word CASE on all plows and tillage implements, and in all catalogues and advertisements of same.

Notice by any other concern regarding CASE plows is given because of this Supreme Court order, that our rights and the rights of the public may be protected.

Farm Machinery in Italy

With the exception of Spain and the Balkans, Italy is probably behind all the other countries of Europe in the use of farm machinery. Owing to small farms and cheap labor, hand power was used. During the war two evidences have appeared, however, that the old methods under which agriculture has been carried on are to be revolutionized: (1) The Government has recognized the value of labor-saving machinery in agriculture and has been importing on its own account; (2) the agricultural



American-Made Tractors and Binders at Work in Italy

machinery industry in Italy itself has taken on a new and creditable development. It will be necessary for Italy to purchase farm

machinery abroad for many years to come to help meet her pressing agricultural problems.

In a normal year Italy imported

about 35,000 plows. Of this number Germany supplied more than three-fifths, Belgium about one-fifth, and the United States and France the remainder. Italy itself manufactured about 10 per cent of the quantity imported. Since the war about 2,000 American tractors have been imported.

About 1000 drills were imported annually before the war, two-thirds coming from Germany and one-third from the U.S. The United States supplied Italy with nearly all its imported reapers, binders, mowers and other harvesting machinery. The average annual imports of reapers and binders amounted to 1200, the imports of mowers 6,000, and the number of other harvesting machines imported 2,000. Approximately four-fifths of the threshing machines—the total imports amounting to about 1,000 a year—were bought in England.

In connection with developing export trade in farm machinery with Italy, the following features may be of interest to Canadian implement manufacturers:

Italian buyers necessarily prefer practical and economical machinery.

A credit of at least 90 days on agricultural machinery is customary. One or two per cent is allowed for cash payment and that term is taken to include 30 days from invoice date.

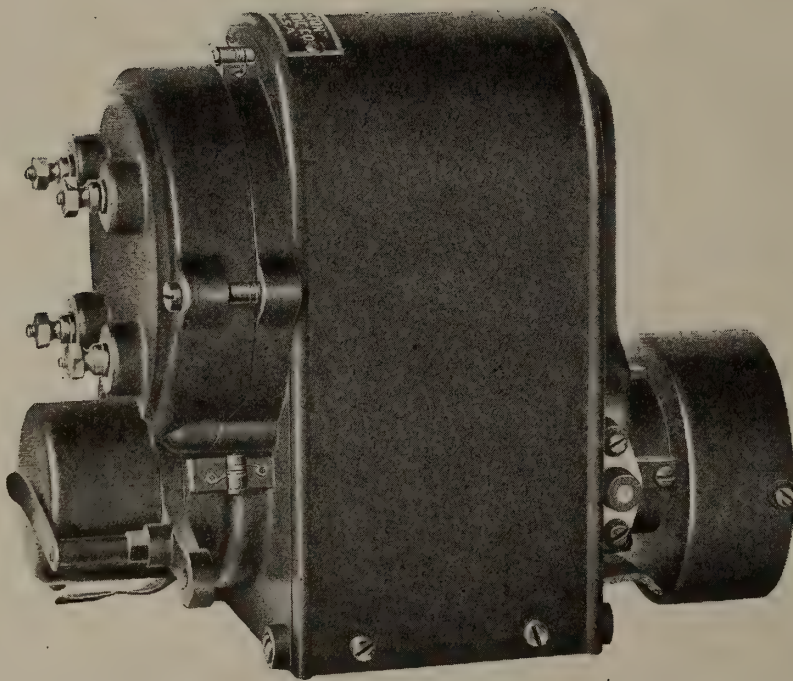
Good representation is essential for successful trade, and following the example of American and English houses, a branch office could advantageously be opened up in Italy.

French, if not Italian, could be used to advantage in corresponding with Italian firms, and the metric system and quotations in Italian currency are essential. Literature should be in the language of the country to be effective.

Tractor Industry Grows

The growth of the tractor industry has been remarkable. In 1912 there were only 11,000 tractors manufactured in the United States. By 1918 the total output

KINGSTON MAGNETOS



The KINGSTON magneto is a true, self-contained, staunchly constructed ignition device, fully up to the high standard of all KINGSTON products.

The new KINGSTON has met with instant success throughout the market. It is water-proof and dust-proof, ruggedly built, designed expressly for the heavy stresses of tractor service. It is in every way a better magneto.

The KINGSTON carries the famous impulse starter. It is positive of action, and is built for wear.

The most efficient tractors are KINGSTON equipped.

KOKOMO ELECTRIC CO.
KOKOMO, INDIANA, U.S.A.

approximates well over 100,000. It is predicted that by 1920 over 300,000 tractors will be in use in America alone.

From March, 1916, to March, 1917, Canada imported 2,792 tractors from the United States. From March, 1918, to March, 1919, the total tractor imports were 5,733. From Feb. 7, 1918, to the end of October last, there was 8,684 tractors imported into Canada which were in the price class that had free entry. Since October this total has been greatly increased.

The Advance-Rumely War Effort

The Advance-Rumely Co. is proud of its war record. The company had a total of men in service numbering 433. Of these 58 were from the Toronto works, and 65 from branch houses.

Thirty-seven per cent of the office staffs were in uniform. Besides enormous subscriptions to the Liberty Loans in the United States, the company subscribed over \$200,000 to the Victory Loans in Canada.

The plant of the company at Toronto, Ont., during practically the entire period of the war was engaged in the making of munitions and machinery parts directly connected with war contracts.

Tractor Farming Pays

There are four distinct advantages which the farm tractor has, and these are its strongest selling points:

First, to assist in solving the labor problem.

Second, to reduce cost of operation.

Third, to increase acreage farmed with same equipment.

Fourth, to increase the yield.

There are many farm operations where one man with a tractor can do the work of three or four men and several horses. Is anything more logical than the fact that a man who uses four-horse implements can do practically twice as much work in a season as one who uses only two-horse machines? Then cannot the man who uses four-horse tools farm twice as many acres as the man who uses two-horse equipment? Then cannot the man who uses a tractor which will do more work than four horses farm still more land? In many territories in the United States two-thirds of the tractor farmers report either a decrease in hired help or an increase in acreage with same help.

The amount of work other than plowing which a tractor can do is important to the farmer. On Minnesota farms it has been found that twenty-four of the fifty working days of the tractor were spent in plowing, while fourteen were spent in belt work and twelve in field work. Since plowing is the heaviest work, it is entirely natural that the tractor should be adapted to it first. As knowledge and experience in other uses increase, the number of working days of the tractor should be materially increased.

Good advertising — profitable advertising, is something more than mere typography. To become a power, your advertising must be genuine, it must be clean cut salesmanship, typographically correct—easy to read and worth reading.

Sell the Farmer what He Should Have

Drawbar Pull!

Three and Four-Plow Capacity

"LITTLE GIANT"

16-22 H.P. TRACTORS

Put all the sales arguments in Tractordom together and you confront one supreme essential: "Will it deliver the power at the drawbar?" The "Little Giant" will, and that is why it leads the field in satisfactory service. It develops 3,200 pounds drawbar pull, with reserve at intermediate speed—equal to the pull of 12 to 14 big horses. This is no temporary effort, but a traction power that the "Little Giant" delivers day in and day out. It gives the farmer what he wants—steady, maximum power at the drawbar with the least service upkeep for the dealer.

A PLAIN FACT

All LITTLE GIANT parts are correct to one-thousandth of an inch or less. Their accuracy is such that a dozen or more complete machines could be torn down into separate pieces, thrown into a heap, mixed up and re-assembled again without any attention necessary as to what particular part belonged to any particular machine. This is the highest grade of automobile standardization and is found in the highest priced cars only. It means that repairs shipped to LITTLE GIANT TRACTOR owners fit like a glove.

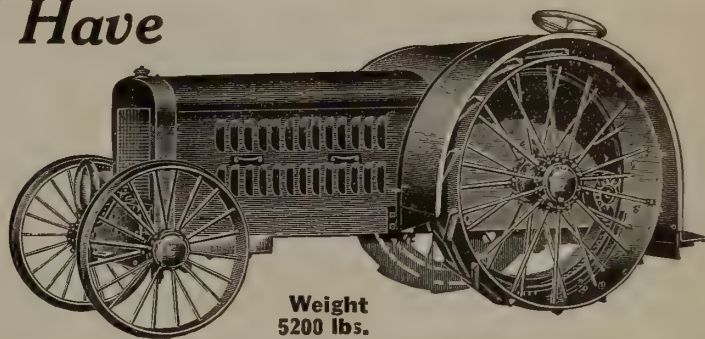
SEE THE "LITTLE GIANT" AT THE BONSPIEL

For the period of the Bonspiel we are having a continuous practical demonstration of the "Little Giant" Tractor. Large showrooms will be open to everybody and expert mechanics will take down and re-build machines in full view, displaying and explaining the many important features of the "Little Giant". Owners and prospective purchasers of tractors should attend this demonstration which will be held daily during the Bonspiel, Feb. 11th to 22nd. Those who are desirous of gaining valuable tractor information are welcome to consider this a free course of instruction by attending daily.

Mr. J. L. Boyd, our Regina agent, is conducting with factory expert mechanics a similar course of instruction at his showrooms, Rose and Dewdney Streets, Regina, From Feb. 17th to March 1st.

Our showrooms are located at our Service Station, 49 to 59 Harriet Street, just a step off Notre Dame Avenue and only ten minutes' walk from the corner of Portage and Main. The Notre Dame West car will take you to Harriet Street.

Our offices are located on the 5th floor of the Canada Block, between Ellice and Cumberland Avenues. Anyone will direct you.



Weight
5200 lbs.

BIG SELLING FEATURES

- All steel design—highest grade materials.
- 29 Hyatt roller and ball bearings. Compare with others?
- Three-point spring suspension.
- Shock absorber on drawbar.
- Superheated steam fed to carburetor, ensuring perfect vaporization of kerosene.
- Full floating rear axle.
- Three speeds ahead, one reverse. High, 6 miles, 1750 lbs. drawbar pull. Intermediate, $2\frac{1}{4}$, 3200 lbs. or 3 m.p.h., 3,500 lbs. Low and reverse, $1\frac{1}{2}$ miles, 5000 lbs. drawbar pull.
- All parts housed from dirt, and run in oil. Forced feed and splash lubrication for engine.
- LEAST VIBRATION OF ANY TRACTOR MADE. Lack of vibration is the most important factor in machinery ensuring long life.

MANUFACTURED BY

"LITTLE GIANT" COMPANY, MANKATO, MINN., U.S.A.
(For 42 Years Makers of "Little Giant" Power Hammers)

Western Canadian Distributors:

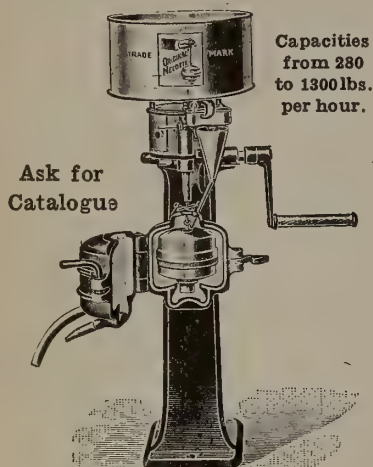
N. J. DINNEN & CO., LTD.

504-5 CANADA BUILDING - - WINNIPEG, MAN.

Lister Exhibit AT THE DAIRY SHOW

February 17-21 in our special booth we will show our Cream Separators, Milking Machines, Engines and Electric Lighting Plants.

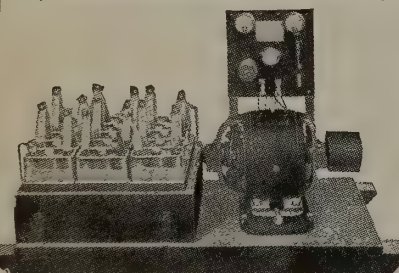
MELOTTE CREAM SEPARATORS



Capacities
from 280
to 1300 lbs.
per hour.

Ask for
Catalogue

The "Melotte" is easily driven, easy to clean, strong, durable, and skims absolutely clean. It is the best separator to sell, because the best farmer can buy.

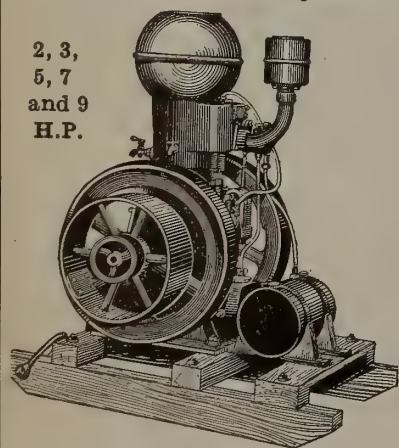


Lister Storage Battery Electric Lighting Plants

Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in three sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

LISTER ENGINES BRITISH BUILT—BRITISH QUALITY

2, 3,
5, 7
and 9
H.P.



Durable, only the best materials. Shipped complete with skids. High tension ignition. Automatic fuel feed; force feed lubrication. Very low fuel consumption. Steady running.

OUR LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Electric Lighting Plants—Grain Grinders and Crushers, Combination Threshers, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pump Jacks, Pumps, Power Pumping Outfits, etc.

VISIT US DURING BONSPIEL
R. A. LISTER & CO.,
(CANADA) LIMITED
WINNIPEG

Toronto Montreal

Hitch and the Tractor Plow

Most dealers in their experience in selling horse-drawn plows have at some time been up against the hitch problem. Many a dealer has been called upon to adjust a walking plow simply because the plow was not hitched correctly. Even the horse-drawn sulky and gang plow had their troubles for the dealer as regards improper hitch. While with the horse-drawn plow we could not always get two, three, or four horses of the same size and disposition so as to make easier the hitch problem, the matter is different with the tractor plow. It should be quite possible to have a standard drawbar location on tractors and a standard hitch for tractor plows that would greatly simplify the old time hitch problem.

Still, if you take at random any twenty-five light tractors you will find a greater variation in the height and location of the drawbar than would be found in figuring the line of draft from team to plow on twenty-five farm teams picked at random.

Plows Standardized

In relation to tractor plow production you will find that there is a good deal of resemblance among the hitch attachments furnished by different plow factories on their tractor plow types. That is not the case among tractor makers, and that is where the hitch problem comes in. A great number of small tractors and an equal number of tractor plows have suffered unjust condemnation because the purchasers or operators did not understand how to properly hitch the plow behind the tractor. On all makes of light tractor plows cutting a certain furrow depth and width there is a certain fixed center of resistance, or "line of draft," which does not vary. Yet in ten different types of light tractor no two may have the drawbars located in the same position. You can, therefore, readily comprehend why there is so much trouble in getting the proper hitch for the plow in the case of some light tractors now being sold.

In the case of a two-furrow plow following a tractor that has but one drive wheel, and that running in the furrow, you will

find it necessary to hitch very low on the plow. If the hitch parts are properly adjusted for line of draft and then the plow is hitched to drawbar at a point that permits the tractor driver to run freely in the furrow, the plow will operate to the best advantage.

With a 3 or 4-bottom plow with hitch parts properly attached for a tractor, with two drive wheels, say, $7\frac{1}{2}$ to 8 feet from outside to outside, you will find that the point of the plow draft bar being 4 feet away from the furrow wall will enable you to hitch to the center of the tractor drawbar of above dimensions.

Taking the different tractor drawbar locations as a whole, if we were to describe a circle 4 feet in diameter in front of a light tractor plow, you could not locate within that circle all of the different drawbar locations now on the market.

The Method of Hitch Adjustment

Attach the end of the plow hitch draftbar to the center of the tractor drawbar and drive to the field and open up your land. After the land is opened up and the plow is ready to work in its own furrow, proceed as follows to adjust the hitch correctly:

Regardless of where it may lead the tractor wheels, pull the plow into position for cutting full width furrows and sitting perfectly straight in line with the furrow wall. This is important.

Disconnect the plow from the tractor drawbar and manoeuvre the tractor into the right working position ahead of the plow.

Disconnect the brace on the plow hitch running from the crossbar to the main draftbar.

Connect the forward end of the main draftbar to the center of the tractor drawbar.

Connect the rear end of the main draftbar to a point on the crossbar of the plow as nearly in line with the center of resistance of your plow bottoms as possible. Please understand the center of resistance begins in the plow bottoms and not at the point of the beam. If it is a three-bottom plow, get in line with the middle bottom. If a four-bottom, get in line with a point between the two center bottoms.

With the main draftbar attached in this manner, put on the hitch brace, making a rigid hitch, which will hold your plow in its present position so long as you drive the tractor where you now have it located.

Vertical Adjustment

The vertical adjustment of the hitch at the point of the plow beams depends entirely upon the depth of plowing and the height of the tractor drawbar. Make this adjustment with identically the same idea in view that you would have in making a similar adjustment on a walking plow or on a sulky or a gang plow. The tractor plow, like the sulky and gang plow, should be operated properly balanced with the weight equally distributed on all wheels. When the hitch is adjusted vertically at the point of the beams, so that the front furrow wheel and the rear furrow wheel show about the same pressure in the bottom of the furrow, the plow will operate to a good advantage in all conditions of the soil.

High tractor drawbars necessitate a high hitch on the plow. Low tractor drawbars demand a low hitch on the plow. After you have driven forward a short distance in the field you will be able to determine the best point to hitch on the plow so far as the up and down adjustment is concerned.

The foregoing instructions are brief, accurate and right to the point. They have been worked out in the field under actual plowing conditions with enough different makes of tractors to insure their accuracy and reliability.

Tractor Demonstration in Pennsylvania

A tractor demonstration was held recently on the Tasley Experiment Station, Pa. In very rough grass land the 12-24 Happy Farmer tractor, according to a report from the manufacturers, pulled three P&O bottoms for 55 minutes. No time was lost for adjustments. For fuel, $1\frac{1}{4}$ pints gasoline and 22 pints kerosene were used, at a cost of 34 cents. The next lowest fuel consumption among four tractors, which were also demonstrated, was 38 cents.

The dealer not only has to know his own business, but the farmer's also.



EMERSON Wild Oat SEPARATORS

ENSURE PERFECT SEED
AND BIGGER CROPS



A QUICK
SELLING LINE
FOR DEALERS

THE THREE SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Made in Two Sizes—3 and 6—Shoe

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and save ALL THE WHEAT.

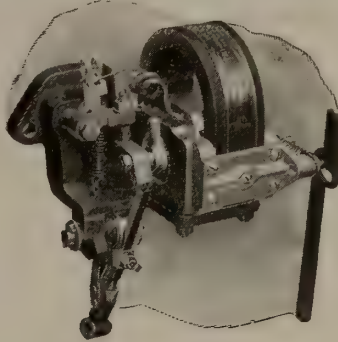
A machine that ensures your customers perfect seed grain and increased yields. Its action and efficiency are duplicated by no other mill. We fill orders on the day they are received.

WRITE FOR CONTRACT AND PARTICULARS

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.



"If it isn't a WEBSTER Tri-Polar, it isn't a Real Oscillator."



THE WEBSTER Tri-Polar is the only *real* Oscillator on the market to-day.

Until we made it famous, the name "Oscillator" was not used by others with reference to ignition devices for stationary or portable gas engines. But to-day there are several manufacturers seeking to cash in on the demand for Webster Tri-Polar Oscillators with magnetos masquerading as "Oscillators."

Whether you are a manufacturer, jobber, dealer or user, it is to your advantage to bear this in mind.

When an engine you have sold develops ignition troubles, you suffer the loss of your customer's confidence, and usually an actual money loss, too. Nearly half a million users know that the Webster Tri-Polar Oscillator makes ignition the most dependable part of an engine. Insist that your gas engine be equipped with a Webster Tri-Polar Oscillator, and you'll never be bothered with kicks about ignition.

WEBSTER ELECTRIC CO.
RACINE, WISCONSIN.

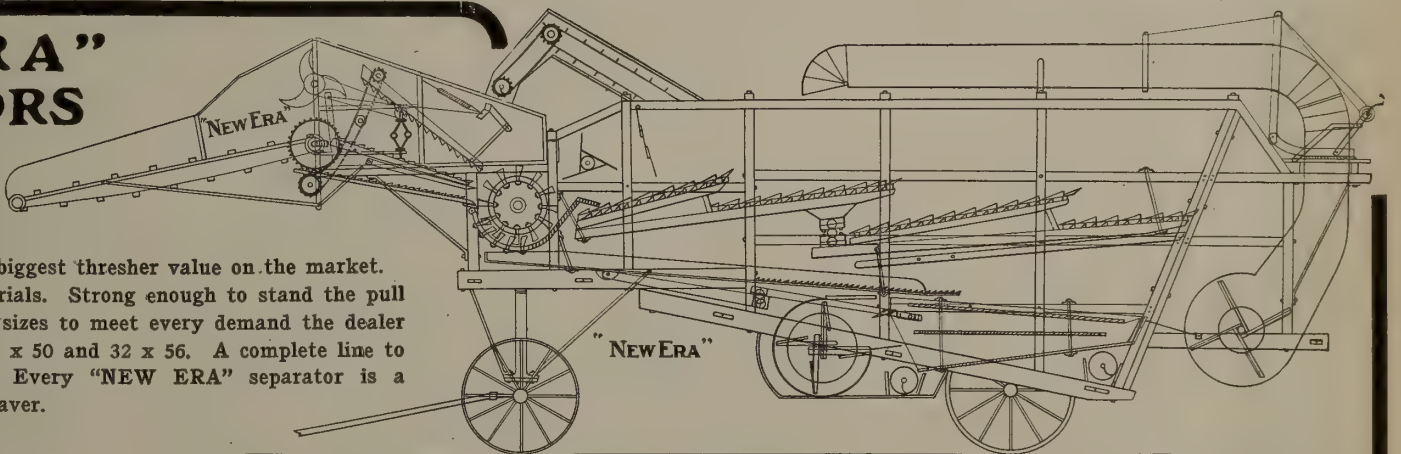
WEBSTER TRI-POLAR OSCILLATOR

An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.

"NEW ERA" SEPARATORS

A line that the dealer cannot afford to overlook in 1919. Grain Threshers are our specialty, and the "NEW ERA"

Separators offer your trade the biggest thresher value on the market. Built of the highest grade materials. Strong enough to stand the pull of any power tractor. Built in sizes to meet every demand the dealer has. Sizes: 20 x 42, 24 x 46, 28 x 50 and 32 x 56. A complete line to sell along with your tractor. Every "NEW ERA" separator is a guaranteed grain thresher and saver.



With the ever increasing popularity of the light tractor, it is as essential that the dealer handle a tractor separator as a tractor plow. With "NEW ERA" Threshers you have a separator second to none for durability, efficiency and

capacity. Have every feature found in the biggest and highest priced separators. Progressive dealers should get full particulars of this line and estimate their 1919 demand. A sure seller to every tractor owner and tractor prospect.

**FOREMOST IN WAR
---AND PEACE**

Throughout the war Stewart Sheaf Loaders were doing their bit on thousands of harvest fields—helping the farmer when men were impossible to get, releasing men to fight at the front. They were the second line of defence. In any district Stewart Sheaf Loaders conserve local wealth, help local trade and build local prosperity by reducing harvesting expenses and saving grain waste.

Stewart Sheaf Loaders

Hand pitching entails a heavy loss which is eliminated by the use of the Stewart Sheaf Loader. It picks up all the grain—even the loose heads around the stooks. Replaces an average of FIVE MEN in every outfit. Thousands in use. Write us at once for particulars and agency. Contract NOW for 1919.

A Special Invitation is extended Bonspiel visitors to visit our Factory. Take Johnson Avenue car from Main Street.

THE STEWART SHEAF LOADER CO., LTD.

470 MARTIN AVENUE

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WINNIPEG, MAN.

SAVES
GRAIN,
MEN,
TEAMS,
TIME
AND
MONEY

LOWERS THE
COST OF
HARVESTING.



Two New Catalogues

We recently received from the London Concrete Machinery Co., London, Ont., two catalogues which they are now issuing to the trade. One book of 60 pages, No. 48, deals with London concrete mixers and contractor's outfits. The complete line of concrete machinery in this publication offers dealers a wide range of saleable machines of this type.

The other catalogue is No. 50, which in 40 pages illustrates and describes the "Novo" dustproof and frostproof gasoline engine, also a full line of Novo pumps, air compressors and outfits. Novo engines, which are distributed in Canada by the London Concrete Machinery Co., are made in sizes from 2 to 15 horse-power. They are excellently adapted for general purpose farm work. Dealers are invited by the London Con-



Trainload of Tractors Leaving the Case Factory at Racine

crete Machinery Co. to send for copies of these new catalogues, which show a variety of lines that are profitable to handle in any community.

Tractors by the Trainload for Eastern Canada

For a considerable time tractor manufacturers have been urging dealers to buy their tractors by carload lots, thus saving a great deal of money on freight charges and much unnecessary work. These same manufacturers have also been pleading with the dealers to purchase their tractors early.

The picture on this page shows how one distributor went the manufacturer one better and purchased a solid trainload of tractors, and they did it in January, in order to avoid delay during the busy spring rush.

This train of ten cars is just pulling out from the freight yards at Racine, Wis., loaded with

eighty 10-18 Case kerosene tractors, manufactured by the J. I. Case Threshing Machine Co. of that city. The entire consignment of tractors was sold to the Canadian Fairbanks-Morse Co., of Toronto, Ont., who are the Case dealers for that section.

This trainload is not an isolated example picked out to make a good story, says the manufacturer, but it is only one of many such trains that are pulling out almost daily, some of which are even larger. It might be taken, however, as a basis on which to judge the great popularity of the small size tractor, such as this Case 10-18 size. The fact that the train is going into Eastern Canada easily disproves the cry of the pessimist who says only very large farms can use a tractor with economy and success. The farms in Eastern Canada are anything but large, yet the farmers in the East are alive to the value of the modern tractor, as is evidenced by sales.

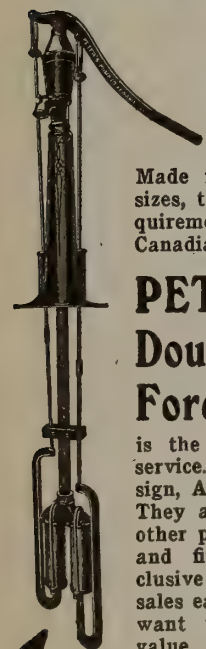
British Government Thanks Holt Organization

The important part played by "Caterpillar" tractors in the war received official recognition from Great Britain recently, when Brigadier-General L. R. Kenyon, C.B., and his distinguished staff personally carried the official thanks of the British nation to the Holt Manufacturing Co., makers of the "Caterpillar," at its factory in Peoria, Illinois.

In the course of an address, General Kenyon said: "Holt tractors are in use by the thousands in all parts of the world by the British army. The soldiers at the front have been dependent upon 'Caterpillar' tractors such as you have made here to bring up to them their food and guns and ammunition. Only by being there could you have had a full realization of the importance of your work. There were, in fact, some classes of work at the front which could be done only by your style of tractors."

A special demonstration for the General was carried out on the testing ground of the Holt factory. "Caterpillars" went through mud, sand, undergrowth, etc., the heavier machines uprooting and smashing trees into the soil. A full display of these tractors was made, models from 2½ tons to 20 tons being on view. Ever since the winter of 1914 the Holt plant has worked on British contracts. The plant will now turn its production to meet the domestic and foreign demands.

PETERS PUMPS



**Gives More Water
in Less Time with
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

**ALWAYS
DELIVER
THE WATER**

**Dealers:
Get Peters'
Pump
Proposition
for 1919**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING
OUR LATEST CATALOG.**

Manufactured by

Peter's Pump Company, Keokuk, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for
Particulars.

PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please—because it lasts. It looks well and is always in place—"it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable. Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man.
Hamilton, Ont.

The E-B Tractor School Text Book

We have recently received from the Emerson-Brantingham Implement Co., Rockford, Ill., a copy of their tractor school text book to be used in connection with the schools carried on by the company during the winter. These books are kept by the students for future reference. They contain much valuable information.

Modern tractor design is analysed, special stress being laid upon such factors as power, speed, durability, accessibility, etc. The motor and transmission system of the tractor are fully described and illustrated by first-class engravings. Sections dealing with engine design as applicable to kerosene operation are of exceptional interest, while the book gives a very good instructional course on carburetion and ignition. The principles of magneto construction should be a feature of great value to the student as are the essentials dealing with transmission design. A thoroughly

practical section deals with plowing and plowing speeds, the computation of horse power, drawbar pull required for various soils, etc. Sketches are given showing a variety of hitches for different implements. Throughout this publication is clearly and concisely written, and it should be of great educational value not only to the owners of E.-B. tractors but to dealers who handle this well-known line.

Case Plow Works Re-employing Returned Men

At a meeting of the board of directors of the J. I. Case Plow Works at Racine, Wis., the following resolution was unanimously adopted:

"Resolved, that all employees of the J. I. Case Plow Works who left their positions for military service, at home or abroad, will be given re-employment at a compensation at least equal to what they were receiving when they left their positions, provided that such employee desires to return and makes application and reports for duty within thirty days after honorable discharge."

The same policy is to be followed by the Wallis Tractor Co.

Sharples Dealers' Signs

The Sharples Separator Co., West Chester, Pa., announce that they now have ready a dealers' store front sign—a cut-out of steel, strong, durable and attractive, showing the Sharples suction-feed separator in actual colors. This sign, displayed by the man who handles the Sharples line, should be a good adjunct to his business and should arouse interest in the Sharples separators. The company state that one sign will be sent each dealer, free, who sends a written request to the Sharples Separator Co., at Regina or Toronto.

The Ultimate Tractor Dealer

At present some tractor manufacturers seem to consider that the automobile man is an excellent route whereby to distribute their product. Aside from the fact that a great many implement dealers are also automobile dealers, it must never be forgotten that the implement dealer is more familiar with farm work than the automobile man, and for that reason can give the prospective tractor or purchaser more information as to what tractor will be best suited to his needs from the standpoint of profit and service.

Tractors demand considerable attention, more so than the automobile, as the tractor has not developed like the passenger vehicle. The implement dealer generally knows the condition under which the tractor must work, and he

knows so much about farm machinery that he can render what service is necessary in half the time that his automobile competitor would use.

The argument has been advanced that the automobile dealer is more accustomed to doing business on a cash basis than the implement dealer. A large percentage of the cars that are sold to-day are paid for on time pay-

ments, or the sale is made by the dealer taking the customer's note for the amount. The automobile dealer is no better a business man than the implement dealer, and he cannot persuade his customers to purchase on a cash basis any quicker than the farm machinery man.

A clean floor and good display helps build business.

PLOW SHARES



DEALERS:

Write for

Prices and Terms

LARGE STOCK



PROMPT SHIPMENTS

THE JOHN F. MCGEE CO. Winnipeg, Man.

\$5.00
FOR
\$4.00



And every
Dollar
worth more

Farmers!

The buying power of the dollar today is very low. That is why you obtain such prices for the food you raise.

During the next five years, the buying power of the dollar will rise. Every four "low-powered" dollars you invest in War-Savings Stamps this month will bring you five "high-powered" dollars in 1924, when food will not command present prices.

Invest every dollar you can in W-S.S. which are sold at Money-Order Post Offices, Banks and other places displaying the W-S.S. sign.

THRIFT STAMPS—25 cents each—are sold where W-S.S. are sold and by patriotic storekeepers. Sixteen Thrift Stamps on a Thrift Card represent \$4.00 in buying a W-S.S.

BUY WAR-SAVINGS STAMPS

Next month W-S.S. will cost one cent more—\$4.01.

PUMPS

AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607

19-6th Street Brandon, Man.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

H. F. G., Sask.—For repairs for a "Tiger" grain drill you will have to write direct to the manufacturers. Address: Tiger Drill Mfg. Co., Beaver Dam, Wis.

D. A. S., Man.—There are two "Peerless" plows made in Michigan. One is made by Donaldson Bros., Mt. Clemens; the other by the Parker Plow Co. at Richmond, Mich.

E. D., Man.—The plow known as the "Hummer" is part of the Racine-Sattley line. For parts address: The Racine-Sattley Co., Springfield, Ill.

R. A. McK., Sask.—We can locate no grain crusher made by firm named the R. B. Martin Mfg. Co., of St. Paul, Minn. There is a "Martin" crusher, made by M. R. Martin, at St. Louis Park, Minn. This is probably the machine that you require repairs for.

J. A. M., Alta.—Our lists show no plow share No. R 6426. This share is for a plow named the "Defender," which we cannot locate. Does any reader know where this plow was made? It is an American plow, manufactured about 15 years ago.

W. G. B., Sask.—The "Webber" angle sieve fanning mill, made by Hirsch Bros., Milwaukee, is manufactured in Canada by the Currie Mfg. Co., at Lauder, Man. You can obtain repairs from that con-

cern, or from the Twin City Separator Co., Winnipeg.

C. E. H., Sask.—Repairs for the "Hoosier" grain drill are carried by the western branch houses of the International Harvester Co. of Canada. In your case, address the branch at Yorkton, Sask.

A. P. T., Sask.—Connecting rod ABY, Igniter ABS, and cam gear ACB are parts on a "Chore Boy" engine, manufactured by the Associated Manufacturers' Co., Waterloo, Iowa. You will have to write the factory direct for repair parts.

C. Bros., Alta.—Repair parts for the "Superior" drill are no longer carried in Canada. Send your requirements direct to the American Seeding Machine Co., Springfield, Ill.

M. R. C., Sask.—Regarding lien notes in Saskatchewan, with special attention to the filing of renewals in Saskatchewan. The Saskatchewan branch of the Retail Merchants' Association of Canada state that in the province of Saskatchewan, under existing legislation, there is no provision for this, as in the case of Manitoba.

H. B., Man.—Parts K68 and K69 are short and long half spools for a disc harrow made by Fetzer & Co., at Springfield, Ill. Write factory direct for parts. Repairs for the Red Jacket pump can be obtained through the Western Canadian branches of the Canadian Fairbanks-Morse Co.

L. & S., Sask.—D411 is a feed shaft gear on a grain drill made by the Dowagiac Mfg. Co., Dowagiac, Mich. Write factory direct for parts.

A. S. C., Man.—No. 673 is a thimble on a disc cultivator, made by the Janesville Machine Co., Janesville, Wis. Repairs can be had from the John Watson Mfg. Co., Winnipeg, Man.

S. I. Co., Sask.—Part PR59 is a steering rod on a gang plow made by the Racine-Sattley Co., Springfield, Ill. Repairs can only be had from factory.

W. F. B., Alta.—A new pitman for the windmill mentioned can be had from the manufacturers, the Dempster Mill Mfg. Co., Beatrice, Neb.

S. R., Man.—Repairs for the "Iron Age" cultivator can be obtained from the Bateman-Wilkinson Co., Toronto, Ont.

R. & Co., Sask.—The "Oxford" cream separator was formerly made by the Oxford Cream Separator Co., at Durham, Ont. This concern went out of business eleven years ago. We know of no source where repairs may be obtained.

T. S. Co., Man.—The lever rack numbered K418 is for a disc harrow made by the John Deere Plow Co. Write the nearest branch of that concern for part. The Clark cutaway disc harrow is made by the Cutaway Harrow Co. at Higganum, Conn.

The Advance-Rumely Tractor School

The 1919 Advance-Rumely dealer tractor school opened up in LaPorte, Indiana, on Jan. 13th, with an enthusiastic lot of Advance-Rumely dealers from



Lt. F. R. JONES

Instructor of Advance-Rumely Tractor School for Dealers.

various parts of the United States and Canada. This is the first of a series of courses which will continue through the winter at the LaPorte factory, and several hundred Advance-Rumely dealers will have completed the course before the school sessions are over.

Lieut. F. R. Jones of Mauston, Wisconsin, is the instructor in charge of the Advance-Rumely school. Lieut. Jones was recently released from the U. S. Marine Flying Corps to take charge of this important work at the Advance-Rumely plant. Before entering Uncle Sam's flying branch of the navy Lieut. Jones was instructor of farm power machinery at the University of Wisconsin and later, in charge of extension work on this subject for the state of Mississippi.

Lieut. Jones will be assisted by members of the Engineering and Production Departments of the Advance-Rumely Company, in-

cluding John A. Secor, inventor of the Secor oil fuel system which is used exclusively on the Oil Pull tractor, and W. H. Higgins, Chief Engineer and co-inventor of the Secor-Higgins carburetor.

Why the Spreader?

Few implements have more valuable selling points than the manure spreader, and in this line the dealer who lines up the arguments for this machine usually finds it no difficult business to secure spreader business.

To get the full value of manure it must be carefully saved and applied to the land with a manure spreader. Many farmers make heaps in the field as the manure is unloaded, much nitrogen escapes into the air in the form of ammonia, and when the piles are rained on the soil under them is often too rich or has its elements badly balanced for some crops. Other farmers distribute the manure so unevenly with a pitchfork that the crop is often injured as much as it is improved. Still other farmers apply the manure in the furrows at or before planting time, and the crop often "burns up" during a long drouth. But the scientific farmers use the manure spreader and easily spread the manure evenly all over the field, do it when it ought to be done without loss of plant food, and always largely increase the crop grown.

Plans for Returned Soldiers

The department of the interior at Ottawa state that Government architects are planning standardized houses and barns for farms and families of varying size, these to be used for returned soldiers going on the land. The material, ready-made if feasible, will be sold to the veterans at cost.

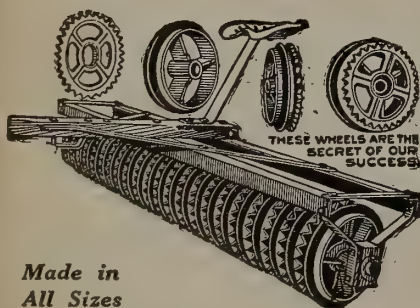
A press report states that Canadian implement manufacturers already give returned men going on the land implements at cash prices. The department is trying to induce them to grant a further discount up to about 15 per cent.

Legislation will be introduced to grant soldiers money up to \$6,500 at 5 per cent., the soldier to invest up to 10 per cent, of amount loaned. The money is to be used as follows:

The sum of \$1,500, interest free for two years, for purchase of implements, buildings and stock.

The sum of \$5,000 toward the purchase of a farm, improved or unimproved, at a valuation approved by the government's appraisers.

An Implement Every Farm Requires Dealers: Investigate the Famous WESTERN PULVERIZER, PACKER AND MULCHER



Made in All Sizes

The Western Pulverizer, Packer and Mulcher pulverizes and packs down the soil and puts it in perfect condition for seeding in one operation, either a stubble ground or sod ground. It will not clog. Provides a granular mulch to the land which stops evaporation and preserves moisture.

PLOW PACKER

2 ft. 6 in. two-furrow	weight 330 lbs.
4 ft. three-furrow	weight 475 lbs.

SINGLE SECTION

4 ft.	weight 600 lbs.
6 ft.	weight 725 lbs.
8 ft.	weight 920 lbs.
10 ft.	weight 1200 lbs.
12 ft.	weight 1400 lbs.

THREE SECTION

11 ft.	weight 1400 lbs.
15 ft.	weight 1840 lbs.
21 ft.	weight 2650 lbs.

STRONGLY BUILT.

SAVE LABOR

MAKE A PERFECT SEEDBED

WRITE FOR OUR DESCRIPTIVE CATALOG AND PRICES

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Points Like This Make Sales

PUT yourself in the farmer's place. Is there sales value in the statement that a **Deering** grain drill is the ideal machine for sowing grain because of its **front seed delivery** feature?

Here is something that appeals strongly to the farmer from many angles. The seed is dropped in front of the disk bearing, has a clean passage to the bottom of the furrow, and only after it has been deposited there, is it covered. No waste of seed—no variation in depth—no partial crop failure through improper planting.

How much stronger then are the sales possibilities of a machine that has, in addition to this exclusive feature, many others—light draft, sturdy build and ease in operation, a style for every condition of seed and field.

There's always an active market on this grain drill and this season gives promise of an unusual demand. If you are not handling it now, write the nearest branch house for a **Deering** contract. If you are, check up your present stock and figure out the possible requirements of your farming community.

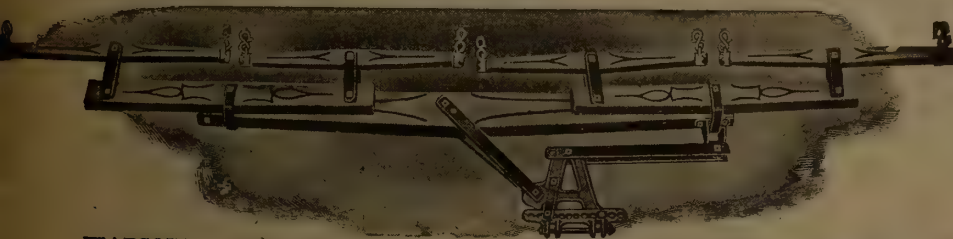
International Harvester Company of Canada, Limited

BRANCH HOUSES

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.;
Winnipeg, Man.; Yorkton, Sask.
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

Watson's Plow Eveners and Wagon Sets

Superior in Quality and Finish—A Profitable Spring line for Dealers



WATSON'S SPECIAL 4-HORSE GANG, SULKY AND DISC PLOW EVENER

The Watson special 4-horse plow evener, as illustrated, works four horses abreast on gang, sulky or disc plow. One horse in furrow, three on unplowed ground. Perfect equalization of draft. We also supply 3, 5 and 6-horse Plow Eveners, and 3-horse Wagon Eveners. Our Eveners are made by expert workmen of the best seasoned material. Fully guaranteed. You cannot sell better. Lay in your stock.



Watson's Plow Harrow Attachments—

A Line in Big Demand Everywhere

Save time and labor. Do the harrowing at the right time. Special hitch eliminates all side draft on plow. The best plow harrows made.

We also handle packer attachments adaptable to same hitch. Surface, subsurface or mulcher wheels fit the same axle. Made for 2, 3 or 4-furrow plows. Write for folder and prices.

WATSON'S EVENERS have been on the market for years. Farmers everywhere know their qualities for wear and service. Let your customers have the best by handling Watson goods.

CRATED WAGON SETS

Hickory wagon sets complete. Painted orange and varnished. Shipped in strong crate, cannot be damaged in transit. All orders for six sets shipped as shown. Each set comprises: One double-tree, two singletrees and one neckyoke. Weight complete, 225 lbs. Doubletrees 2 x 4 x 48 long; singletrees, 2½ x 36; neckyoke, 2½ x 40 or 48 inches.



THE WATSON LINE OF QUALITY GOODS:

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Wood Boss Lever Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
	Harrow and Packer Attachments for Plows	Pump Jacks
	Hand and Power Washing Machines "Viking"	Cream Separators

Ask for
Prices and
Particulars
of any item.

John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

Bull Dog Fanning Mills

The Largest Exclusive Line of Grain Cleaning Machinery Manufactured in Canada

Capacities: 25 to 150 Bushels per Hour

Fanning Mills

Smut Cleaners

Wild Oat Separators

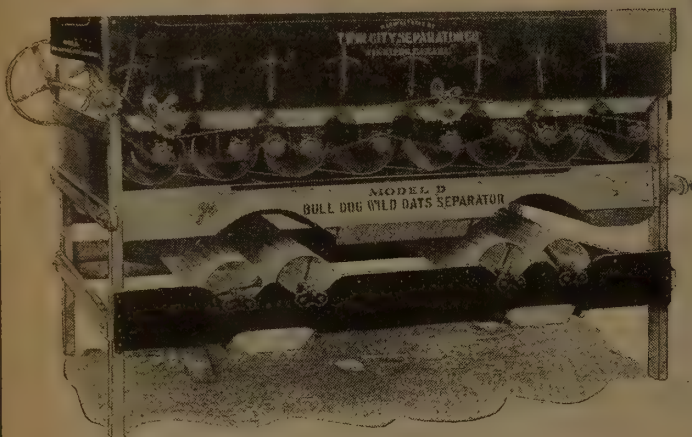
The Bull Dog Wild Oat Separator—A Big Seller

Made to Separate Wild Oats from Barley—
and DOES IT.

MANUFACTURED IN THREE SIZES:

3, 6 and 12-Roll

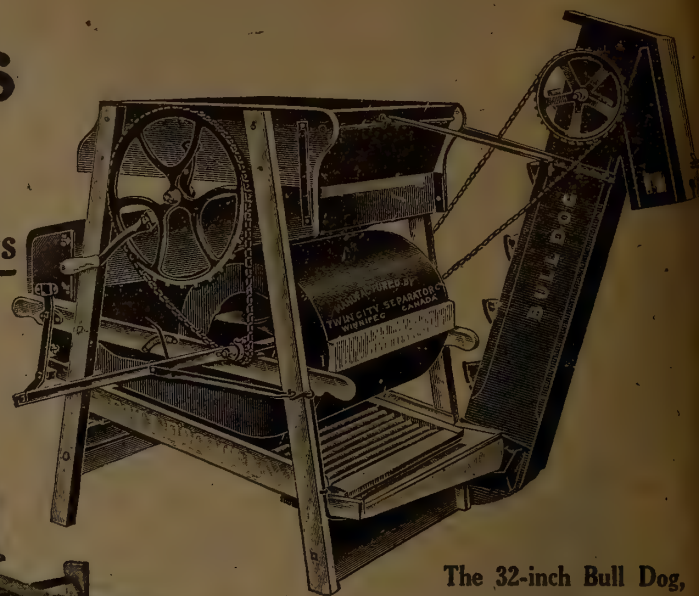
No machine made equals their work



OUR NEW MODEL D: 12-Roll Machine

**BULL DOG
SMUT
CLEANERS**

The Only Machine that
will successfully treat
Oats and Barley



The 32-inch Bull Dog,
equipped with Standard Bagger

VISIT US DURING BONSPIEL

While in the city come in and see us.
Look over the home of the Bull Dog
Family. Watch how we build them.
It will interest you. Take a Logan
West car. We'll be glad to meet you.

TWIN CITY SEPARATOR CO., LIMITED

OFF LOGAN AVENUE on QUELCH STREET

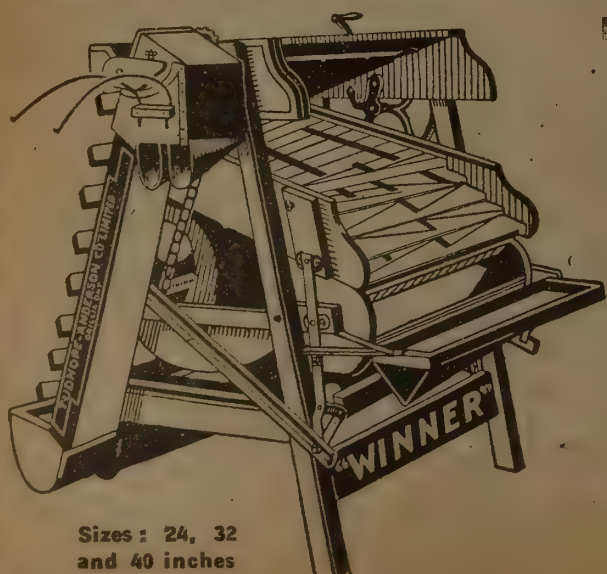
WINNIPEG, MAN

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

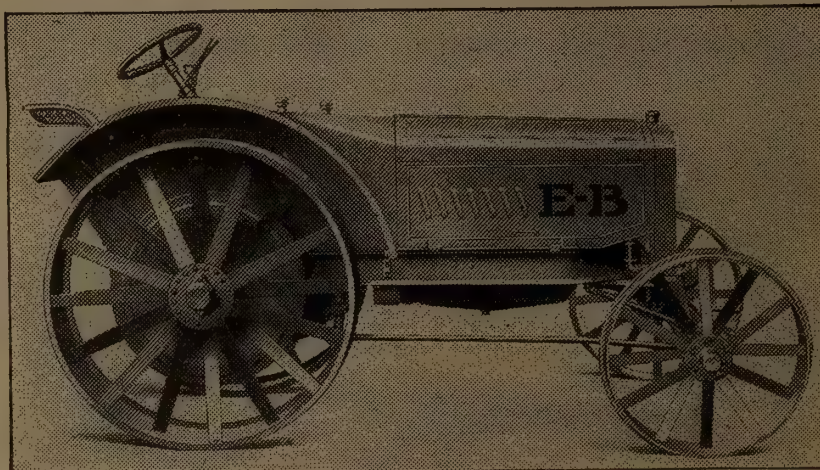
The E-B 12-20 H.P. MODEL AA Kerosene Tractor

A tractor lighter and no larger than the average 8-16, but with power equal to a 15-25. Easily handled and controlled. Does the work of 12 good horses. The 12-20 is S.A.E. rating—only 80 per cent of the actual power it develops. Pulls a full 12-20 load and has reserve power for any emergency. Get the Model AA folder.

WRITE FOR PARTICULARS



Sizes: 24, 32
and 40 inches



**The E-B 12-20 is your
Opportunity for 1919
Ask for Contract
NOW**

Four cyl. motor, $4\frac{3}{4} \times 5$, develops 12-20 S.A.E. rating. Lubrication, pump and splash. Ignition: K.W. high tension. Bennett carburetor. Modine radiator. E-B transmission. Hyatt roller and Bantam ball thrust bearings. Two speeds. Wheelbase, 87 ins. Length 133 ins. Total weight fully equipped, 4,575 lbs.

HANDLE THE MODEL AA

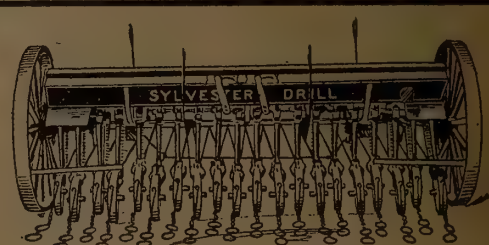
"SYLVESTER" DRILLS, Double and Single Disc or Shoe

Different from any other Drill. Deliver the grain in FRONT of the axle, and on the downward turn of disc.

Sizes—14, 16, 18, 20 and 22 discs. 14 and 16 sizes geared from one end; 18, 20 and 22 sizes geared from both ends. Equipped with grass seed box when ordered. Double disc drills have rubber tubes; single disc drills steel ribbon tubes. Ask for special booklet and particulars.

"Winner" Separators

Capacities: 30 to 80 bus. per hour. Guaranteed to have double the capacity of any other separator and to do 75 per cent better work on all grains and seed.



Rear View "Sylvester" 20 Double Disc Drill

TUDHOPE-ANDERSON CO., LIMITED

Winnipeg

Regina

Saskatoon

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CANADIAN FARM IMPLEMENTS

VOL. XV., No. 3

WINNIPEG, CANADA, MARCH, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 Cents

UNION BANK OF CANADA



Head Office: Winnipeg

LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital	- - -	\$5,000,000.00
Deposits Over	- - -	\$110,000,000.00
Total Assets Over	- - -	\$153,000,000.00

THE PIONEER BANK of WESTERN CANADA

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corp., London, Eng.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.

The Glens Falls Insurance Co.

The Millers National Insurance Co.

LIVE STOCK

The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Repair Service Ensures Dealers Prompt Delivery

Complete Repair Stocks carried for MOLINE and JANESVILLE IMPLEMENTS

MOLINE PLOWS

(Best Ever, Good Enough, etc.)

MOLINE DISK HARROWS

(Economy)

MANURE SPREADERS

(National and Mandt)

MANDT WAGONS and FARM TRUCKS

ADRIANCE BINDERS, MOWERS and RAKES

MONITOR DRILLS MOLINE ENGINE GANG PLOWS

ALSO REPAIRS FOR

JANESVILLE PLOWS, DISK HARROWS, Etc.

THE WATSON LINE OF QUALITY GOODS:

Let us quote you on Harrows, Harrow Carts, Plow Harrow Attachments, Whiffletrees, Feed Cutters, Grain Grinders, Horse Powers, Pump Jacks, "Viking" Cream Separators, Hand and Power Washing Machines, etc., etc. Our prices will interest you

John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

Every Farmer Wants One LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

FIT ANY WAGON OR SLEIGH BOX MADE

GET OUR ATTRACTIVE OFFER

Lloyds Seats take up no box space; give protection from wind and full control over the team. Strong spiral springs, especially tempered, carry 600 lbs. with ease. The lightest and most practical seats made. Get a dozen on your floor and see how they sell. Every farmer is a prospect. For 1919 order your wagons less seats and supply the Lloyds.



Going Home

MANUFACTURED AND GUARANTEED BY THE
WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.



MILLER ACCESSORIES are Profit Makers for Live Dealers

Our Accessories and Tire Repair Materials is a line in demand in every district. It embodies: Repair Gums and Fabrics—Cementless Tube Patches—Blowout Patches—Blowout Boots—Reliners—Cements—Air Bags—Repair Outfits—Retread Bands, etc. Ask for Accessory Lists.

Write for our 1919 Prices. It will pay you.

Distributors of Miller Uniform Products—
the Team Mates of Uniform Tires

MILLER TIRE COMPANY, LIMITED

155 PRINCESS STREET

WINNIPEG, MAN.

Wonderful Power Built Into A Light Tractor



Allwork

Kerosene Tractor

"Backed By 12 Years Of Tractor Experience"

HERE is a light kerosene tractor with a surplus of inbuilt power for pulling three plows through any soil. It is equipped with a powerful 4-cylinder motor (5-inch bore and 6-inch stroke), the type of engine usually employed to pull 4 plows. A small high-speed motor necessitates perfect conditions to develop its rated power or come anywhere near fulfilling claims made for same, while the surplus power of the ALLWORK enables us to make good our claims easily without taxing the engine to its full capacity.

This is a powerful selling argument when combined with—

The Big Sales Clinching Fact—

GUARANTEED To Burn Kerosene Successfully

The ALLWORK has for years proven its ability to deliver satisfactory power and operate successfully with kerosene as fuel.

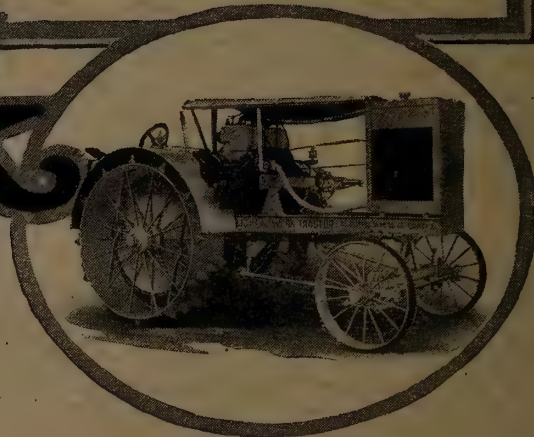
Carl Soenksen, DeWitt, Iowa, is one of hundreds of farmers who testifies to this fact. He declares: "My ALLWORK tractor works fine. Have never used the tractor on gasoline yet, except when starting. Have always used kerosene without any trouble."

The ALLWORK is an all-the-year-'round tractor. It can be used and is being used to good advantage Spring, Summer, Autumn and Winter.

You will find our 1919 catalog full of proofs that it does all kinds of field and belt work most economically and efficiently. Send for a copy of this catalog.

We invite inquiries from progressive dealers. Our proposition is certain to interest you, if you want to represent a tried and proved light tractor.

ELECTRIC WHEEL CO., Box 327A, Quincy, Ill.



A Giant In Power

"I am enclosing a picture of the 'ALLWORK' Tractor which we purchased last spring. We have plowed, disced, hauled manure, sawed wood, hulled clover, worked on the roads and pulled hedge with this little tractor. It is small in size but A GIANT IN POWER, and has caused our neighbors to take notice of its name—'ALLWORK.'"

"Right now it is pulling with ease a No. 6 Clover Huller. Many people did not believe it would pull the clover huller and laughed at us when we said we were going to use the tractor to hull with. The 'ALLWORK' is the most economical tractor to buy."

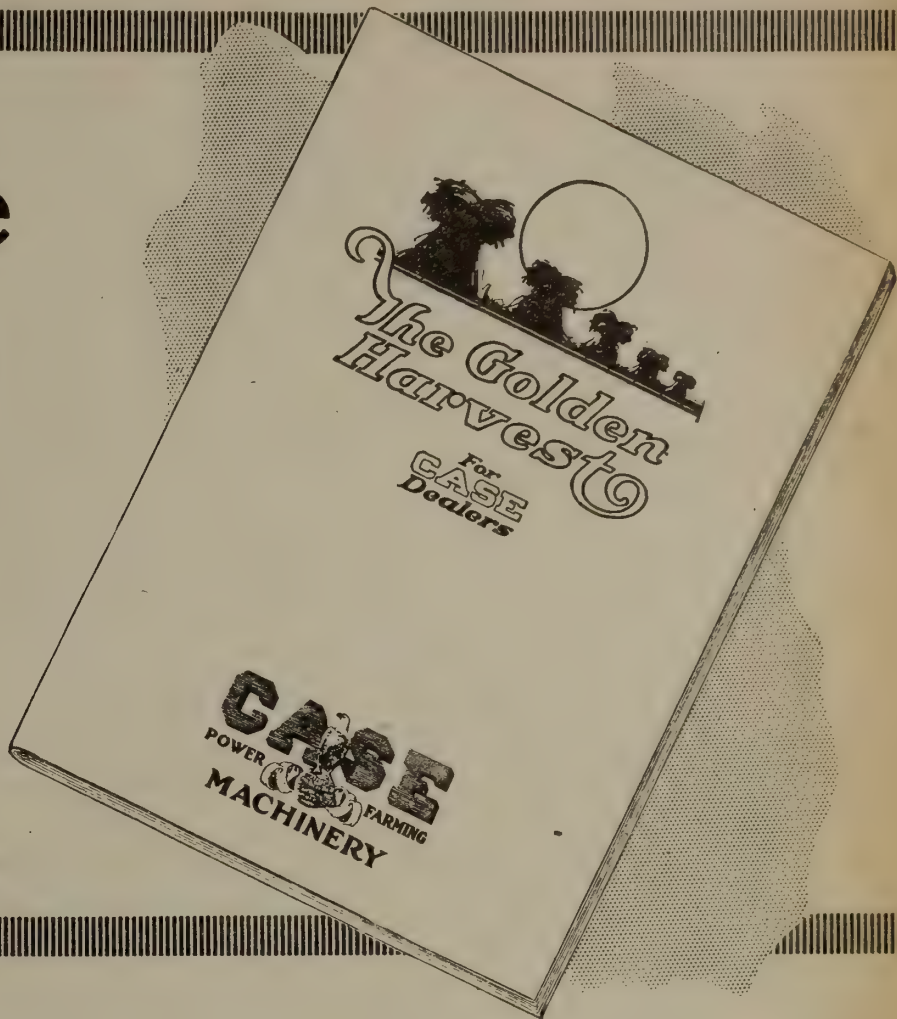
HOBART DEFFENBAUGH,
Mahomet, Ill.

A Remarkable Sales Manual

Prepared by the

**J. I. Case Threshing
Machine Company**

To Help Dealers



THE new year brought to Case Dealers everywhere a carefully prepared sales manual, entitled "The Golden Harvest." From cover to cover it tells how to make more money. It is written by men who have been dealing with farmers for years. It solves many problems which have confronted dealers. It offers guidance for the future.

Thousands of dealers are already using this new book, and all appreciate the assistance we now extend.

Never before have we been so fortunate in being able to supply our dealers

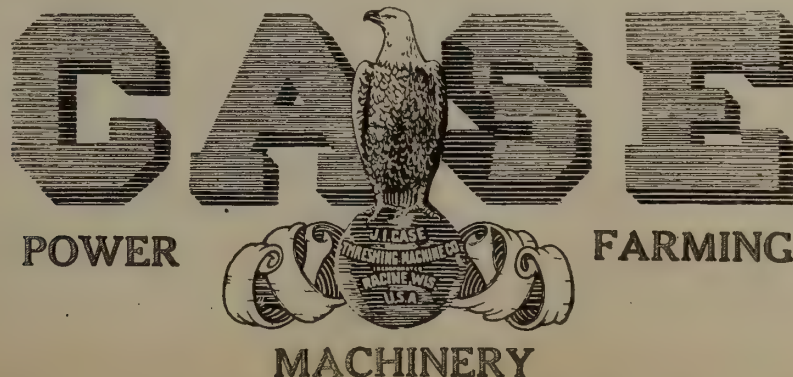
with so many real helps in selling. Our advertising campaign is larger than ever. And we have more and better printed matter—booklets, folders, etc. A Case dealer is indeed fortunate.

We urge Case Dealers everywhere to study our new sales manual—"The Golden Harvest," and to adopt the methods it recommends. We are certain that more and better business will result.

If after reading this book, you wish our further help or advice, do not hesitate to ask for it. We will do everything possible to help you build up your business in Case Power Farming Machinery.

J. I. Case Threshing Machine Company, Inc. Founded 1842 **1701 Erie Street, Racine, Wis., U.S.A.**

A FEW OPENINGS: In several localities there are opportunities for progressive dealers to sell the Case Line of Power Farming Machinery. Write for particulars.

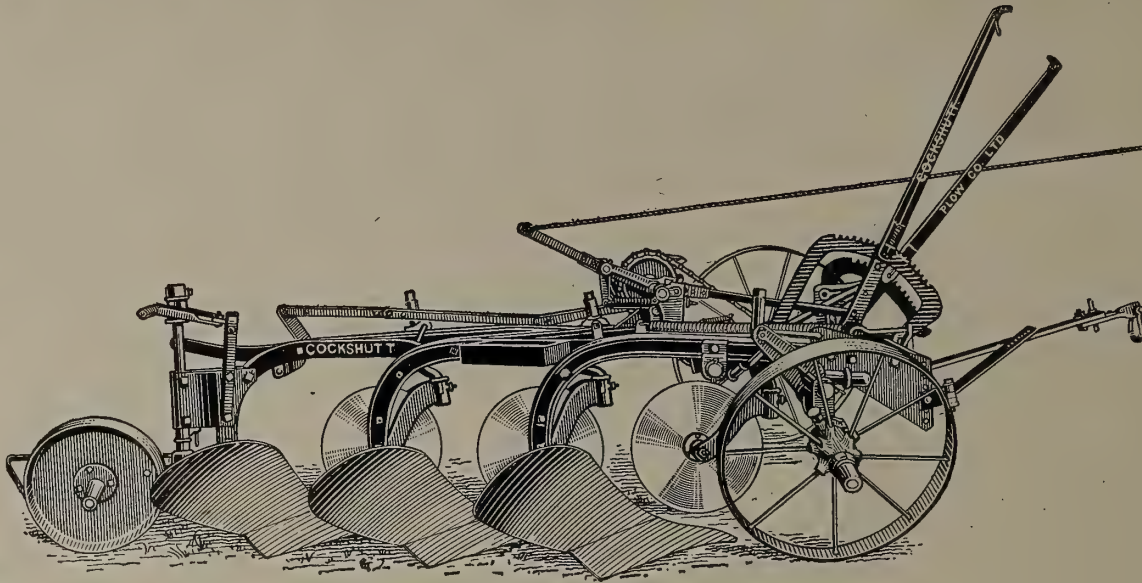


Cockshutt Tractor Plows

The choice of successful farmers and expert plowmen.

At the Brandon Plowing Demonstration last July, 15 out of 39 Engines pulled Cockshutt Plows.

Mr. Bert Kennedy, champion plowman of Canada; Messrs. E. A. Orr and Thos. Morrison, former champions; Mr. James Rennie, owner of the Gold Medall farm in Ontario, and Mr. Seager Wheeler, Rosthern, developer of Marquis wheat, all, after careful comparison, have chosen Cockshutt Light Tractor Plows.



Plow at uniform depth and give universal satisfaction.

At the Dominion Tractor Demonstration at Coburg, Ont., last September, 28 Engines pulled Cockshutt Plows.

The Plow Problem Solved

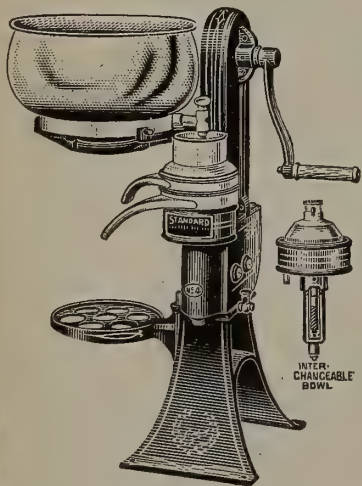
Here is the finest development of the science of plow building. The Cockshutt Light Tractor Plow turns straight, uniform furrows, while it is as easily and surely controlled as the simplest walking plow.

The action of the bottoms is a marvel of simplicity and ease of control, and the control is absolute. The bottoms do not plow deep in soft ground and shallow on the ridges, but run true to form and plow a uniform depth in hard or soft ground, at the depth desired.

SELL THE PLOW THAT DOES THE BEST WORK

It means satisfied customers who come back for other implements. It means the least time and effort per sale—lowest selling cost and biggest net profits.

Renfrew Cream Separators



Have Exclusive Patented Features

that are of real benefit to and appreciated by the user—making it easy to close sales.

All our claims of close skimming are based on official Government tests, and can be verified at any time by means of the Babcock test.

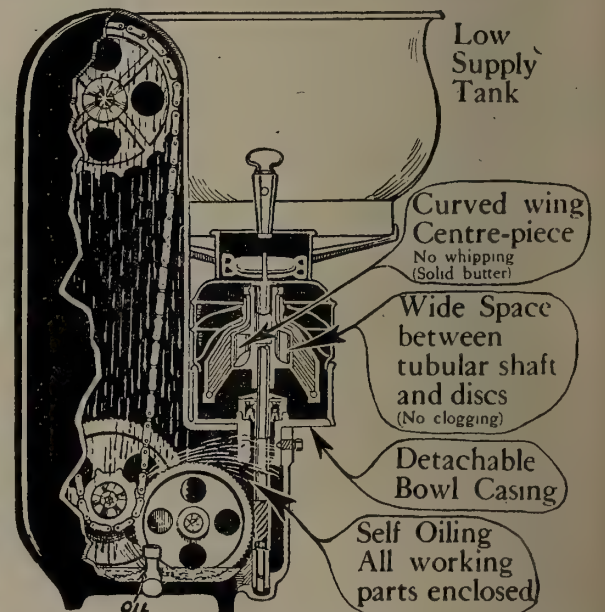
Renfrew Cream Separators do not require a "Bell" or other "Timing Device." By actual tests the Renfrew held to its close skimming record when turned, either 6 revolutions below or 6 revolutions above normal, a variation in speed of 25 per cent.

The Renfrew curved wing bowl construction separates the butter globules without breaking them, resulting in sweet, firm butter. In addition to being a very close skimmer, it runs very easy, due to the wear resisting construction and self oiling system with a continual spray of oil on every bearing and moving part while the machine is in motion. It takes only a few minutes to skim the milk with a Renfrew, and only a few minutes to wash the separator thoroughly. The machine is sanitary, and all parts that come in contact with the milk are readily sterilized.

One user gives the experience of a great many others when he writes:—

"BY ACTUAL TEST THE RENFREW IS BEST"

Write to-day for the Agency and arrange to meet our traveller



INTERIOR VIEW

showing the curved wing centre, the open construction that prevents the discs clogging, the detachable bowl and the self-oiling system. There are no oil or grease cups. Every moving part is enclosed and runs in an oil bath.

Low Supply Tank

Curved wing Centre-piece
No whipping
(Solid butter)

Wide Space between tubular shaft and discs
(No clogging)

Detachable Bowl Casing

Self Oiling
All working parts enclosed

Interchangeable Capacity
When your customer increases his herd, a small capacity Renfrew can be converted into a larger capacity by merely changing the bowl supply tank, etc. The frame and mechanism are standard for all sizes and heavy enough to drive the largest bowl. With the Renfrew you can double your separator business this year—but get the agency now.

COCKSHUTT PLOW CO., LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 3

WINNIPEG, CANADA, MARCH, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10c)

Efficient Service an Essential with Tractor Sales

In considering the many angles of the service problem in connection with tractor business, one of the most important points for the dealer to consider is the correct understanding of what is meant by the word service. From past experience most of us will agree that the average farmer thinks that the word "service" means something for nothing, when, as a matter of fact, it means, from the dealer's viewpoint, giving the customer what he wants and needs in the quickest, possible time.

Service in the tractor business must start at the factory and must follow through the distributor or wholesaler to the dealer, who in turn has to render adequate service to the tractor purchaser. The tractor manufacturer in actuality sells power to the farmer. If he cannot accept the obligation of furnishing correct information for using the machine and adequate organization for distributing repair parts, he cannot be said to fill his real function in the tractor business.

Educative Articles Help

The technical and farm press have accomplished much in telling farmers how to plan the work of their tractors, showing the importance of proper care and operation, and teaching the farmer to show the right spirit toward the machine. Stories of experiences in power farming can be made interesting reading, and offer an excellent means of teaching the farmer that his success with a tractor largely depends on his own efforts.

The greatest present need is to educate the tractor owner to have the proper attitude toward his machine, and to feel his responsibility. He should be taught to think of the tractor in terms of tractor energy. He should realize that over-loading and lack of proper care will result in less reliable service and in repair expense.

A farmer may own a car and still be a poor tractor operator. We know of one farmer who demanded a service man, who found that all that was wrong was lack

of oil. The farmer only oiled his car once a week and thought that was often enough to give oil to the tractor. The manufacturer can build the tractor and the dealer can sell it; but neither can operate it for the purchaser. The farmer who buys a tractor should think in tractor terms and realize his own responsibility.

Prompt Repair Supply

Many purchasers and operators do not read the printed instructions. Owners who have the right attitude read instructions carefully, and refer to them in case of trouble. For the many who do not, some simple plan should be worked out to induce them to read the instruction book.

Prompt repair service should be a goal for every tractor manufacturer. If the factory has the right viewpoint toward service, the whole organization will get the spirit of helping the tractor "do its bit." Repair stocks should be located so that any owner could get parts within twenty-four hours by express. This will save the loss of much valuable time, and build up agricultural confidence in power farming.

Considerable progress has been made toward standardization by individual manufacturers, with the result that repairs are made more easily and with less loss of time. When the tractor owner can install repair parts without considerable fitting, his good-will toward the machine increases.

One of big troubles is that most owners have not learned to think of field work in terms of tractor energy. One owner will expect entirely too much, and another will expect less than the tractor is really able to do.

Adjustment Necessary

A farmer had been plowing with horses on some very wet land, and getting along fairly well. He purchased a tractor and tried to go out at once and plow on this same land. This farmer had the idea that, because the tractor was delivered to him in good shape, he should be able to run it day after day without a single adjustment, and have it continue

to work perfectly. The service man impressed upon the farmer that he must necessarily learn the adjustments of the tractor himself if he expected the best service from it. He also succeeded in getting the farmer to think of the tractor in terms different from those he used when thinking of horses.

In many cases salesmen make extravagant claims as to the work the tractor can do. Very often this leads the new owner to expect entirely too much from his machine.

A dealer sold a tractor on a guarantee that it would pull its regular number of plows eight inches deep. The tractor was delivered at a time when the ground was very hard and dry, still the expert made the tractor do what was claimed by the salesman. This farmer had purchased it with the understanding that it would pull the plows eight inches deep, and he wanted to continue plowing at that depth. Furthermore, he expected the machine to do this work without care and attention on his part. The service man explained to this owner what he might expect from the tractor, and emphasized very strongly the duties of the operator.

The customer was brought to realize that his responsibility was as great as that of the manufacturer. He at once took a greater interest in his machine, and soon learned how to operate it better, and to-day this man is a tractor enthusiast.

Service Stations

It is absolutely essential that tractor companies maintain service stations at centrally located points for the distribution of repair parts, but, in addition to that, they should maintain a corps of service men to visit the tractors. Tractor service stations are usually located at factory sales branches, if the company maintains such branches, or they may be established with a local distributor. These branches, however, are usually merely repair depots in so far as service is concerned.

Service to the farmer must be

the watchword of all tractor manufacturers and their dealers. Great stress must be laid on the necessity of teaching the owners how to successfully maintain and operate the tractors purchased.

To be of service to a tractor owner does not mean that the dealer must donate repairs or mechanics' time that is a direct outlay of money. That is not service. That is equal to a cut in price.

Avoid Exaggerations

There is another indirect angle that has bearing on efficient service. That is the tendency of all salesmen, and also of a few manufacturers, to over-sell their machines. Over-selling as the result of extravagant claims is probably one of the chief causes of dissatisfaction. It is the natural inclination of salesmen to follow the easiest course, to float down stream. He finds out what the farmer wants the tractor to do and tells him that his tractor will do it. But when the farmer gets the machine and finds out that it is not what the salesman led him to believe, he is somewhat disgruntled and begins to pick it to pieces.

Dealers should always be on the lookout for young men mechanically inclined that would make good operators, and do everything possible to train them so they can be recommended as "tractioneers." There is going to be a call for such men, and they are not going to have to work cheaply either; but they must be capable of operating machines efficiently. By efficiency we mean constant, dependable work for ten hours out of every ten hours called for.

Not Like Auto Service

It will be impossible for tractor companies to organize service as it is organized by automobile companies; the car owner can take his car to a service station for repairs and inspection, but tractor service must be taken to the tractor in the field. It is seldom necessary for an automobile company to send a service man to a car located any great distance

from a service station, because the local garage man will take care of the trouble.

Not so the Tractor

Standardization would add greatly to the success of tractors, but we believe that before an attempt be made to standardize types and sizes of tractors, we should standardize some of the easier and important items, namely, belt speeds, horse power and belt power ratings, and other similar things that are necessary to produce better service to the purchaser.

Canadian Harvester Organization Busy

In a recent interview, H. H. Biggert, manager of the International Harvester Co. of Canada, stated that during 1919 his firm expects to have a greater output of farming implements than ever before, and plans already have been made to that end. Russia will prove a great market for Canadian products, particularly farming implements and material for the construction of railways and large steel structures. Mr. Biggert stated that the company is adding the manufacture of threshers to its activities and will be able to take care of more workers than the firm carried at the height of its munition contracts.

"Canada is a great deal better known now than she was before the war," said Mr. Biggert. "That is greatly due to the splendid initiative courage and fighting qualities of her soldiers, whose achievements have commanded the admiration of the world. Let us show initiative, let us have courage, follow the lead of the soldiers and we will not need to worry regarding the future of our country. I have unbounded faith in the future of Canada. She must prosper, and she will prosper."

Rush those repair orders.

How the Oscillating Magneto Operates

By A. C. KLECKNER, Webster Electric Co.

Every dealer in gasoline engines, or who handles magneto equipment, is interested in the problem of efficient ignition. An engine, once started, is easily kept in operation, or, if it does not work satisfactorily, can be adjusted with but little exertion on the part of the operator. On the other hand, an engine which refuses to start not only causes a loss of time and a disarrangement of plans, but requires great

gasoline condenses upon the cold cylinder walls. The mixture present in the cylinder is, therefore, difficult to ignite because it is of incorrect proportions, because it is cold, and because the compression is very low. In the presence of all these disturbing factors, it is of the utmost importance that the spark be of the greatest possible strength when the engine is being started.

Second — The spark must be perfectly reliable. No matter whether the engine is large or small, it is to the interest of the operator to reduce, as far as possible, the labor of starting. Every missed explosion means two more turns of the flywheels, or if the engine is large, it means drawing in a fresh charge and once more turning the engine against compression. While the engine is gaining speed no explosions may be missed without danger of fouling and choking, due to the richer mixture being fed at that time.

Third—Safety in starting must be assured. If the engine is small,

the magneto is so geared as to have a high speed when starting, its speed becomes excessive when the engine is running normally. The logical magneto is, therefore, of the oscillating type, for it is independent of the speed of the engine. As the flywheels are turned over, and the firing point is reached, the magneto trips and delivers a spark regardless of the speed of rotation of the flywheels. In fact, when the point of ignition is retarded for starting, the spark delivered is actually larger and hotter than that produced under normal running conditions. The value of this feature of the oscillator cannot be overestimated, for ease in starting is one of the most desirable attainments in engine operation.

The next consideration is that of reliability, and this we find best satisfied in the oscillator. It is reliable because of its positive mechanical operation and because of its simplicity. Fig. 1 shows the method of installing an oscillating magneto on an engine. It shows the push rod which is attached to the engine valve rod and which positively trips the magneto at every firing stroke of

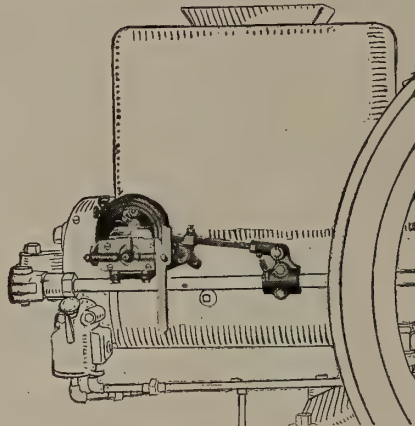


Fig 1

physical effort in the attempts to start it.

The ignition equipment has long been a source of trouble and uncertainty on gasoline engines, and has been remedied only by the advent of the magneto. In the last few years, engine manufacturers have openly testified to the worth of this device by making it standard equipment on a large proportion of their output.

The purchaser, in selecting from among the various types offered, must bear in mind the following requirements for easy starting:

First—A hot spark is absolutely essential. The engine is cold and when turned by hand the compression is very low. The mixture is usually too rich from being primed for starting and much

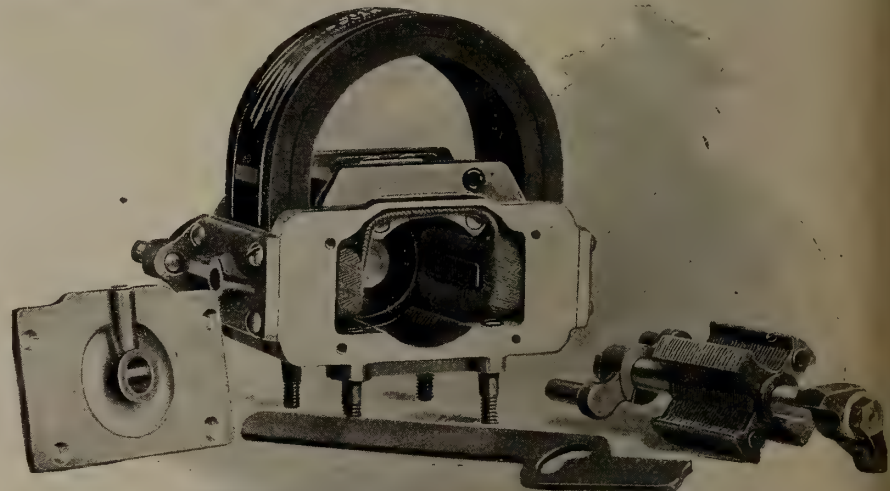


Fig 2

so that it can be started by rotating the flywheels, then means the spark may be retarded to the dead center position or later. There will then be no danger from a kick-back with the possibility of a sprained or broken wrist. If the engine is large, the easiest and safest method of starting is to draw in a charge of gas, rock the flywheels back against compression and trip the magneto or ignitor.

Having thus considered the various requirements for easy starting, there remains to be considered the magneto which most completely possesses them.

It is difficult to produce a hot spark by means of a rotary magneto when starting, for sufficient speed cannot be obtained. Or, if

the engine. The springs on the front of the magneto snap it back and cause the spark to be produced. Fig. 2 shows the internal construction and parts of the oscillator. By using the tripolar form of field, less motion is required for the moving parts and additional life is given to the machine. Since the springs are also stretched less there is not so much strain and wear on the operating parts. The two coils shown in the figure, constitute the whole of the winding and are absolutely stationary. The inductor, which oscillates, does not contain any winding whatever, nor are there any brushes or rubbing contacts. All uncertainty due to dirty contacts is thus removed, not to mention the fact that the whole construction is

RAPID-EASY GRAIN GRINDERS

The Famous Line of Machines

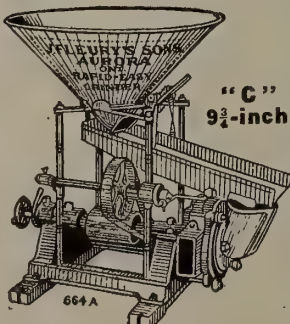
A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat)	2½ to 5 H.P.
No. B—8¼ " " " "	5 to 10 H.P.
No. B—10 " " " "	6 to 12 H.P.
No. C—9¾ " " " "	Mill Head
Custom Work 5 to 12 H.P.	

CUSTOM MILLS:

No. D—10½ inch Plates (Flat)	8 to 14 H.P.
No. D—11 " " " "	8 to 16 H.P.
No. D—13 " " " "	15 to 25 H.P.



J. FLEURY'S SONS .. Aurora, Ontario

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: **THE JOHN DEERE PLOW COMPANY, LIMITED**
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

Canada's 1918 Potato Crop reached the enormous total of 105,579,700 bushels, with a value of \$103,636,100

The First Prize Winner of the Ontario Acre Profit Competition, made a net profit of \$289.80 from one acre

The demand for Potato Machinery will be greater than ever before

O K CANADIAN POTATO MACHINES

are better than ever. The war has not left this line unchanged, but the conditions imposed have brought many changes which have proved to be to the betterment of the machines. Write for our 1919 Catalogue

Our Western Distributors, TUDHOPE-ANDERSON CO., WINNIPEG, have a good stock of Machines on hand and can fill your orders promptly

CANADIAN POTATO MACHINERY CO. LIMITED

GALT ONTARIO

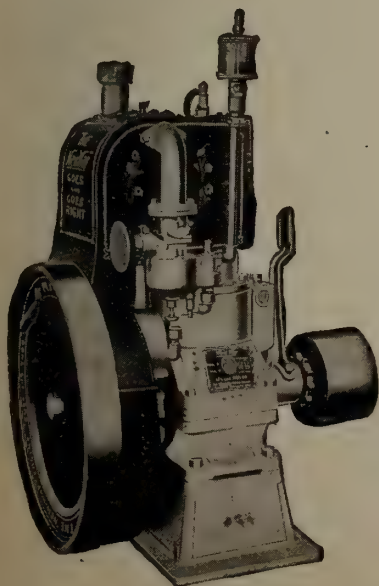
Largest Manufacturers of Potato Machinery in the British Empire

Ready to Run Complete in One Unit

The "New-Way"

Is Absolutely the Lightest Weight Engine Made

MADE IN FOUR SIZES



Thousands of "New-Ways" are operating grain, rice and corn binders, corn pickers, potato diggers, manure spreaders, electric lighting plants and portable machinery of all kinds.

Consider that when you have the agency for the Light Weight "New-Way" All-Purpose Engine, you have an engine that is especially suitable for all these purposes and many more. That this particular style of an engine eliminates the necessity of your carrying any other engines in stock to do work requiring from 2 to 7½ H.P.

Concentration on the "New-Way" Light Weight Engine means increased selling force, increased volume of sales and the elimination of an investment in old style engines, which releases capital for other uses.

The agency is valuable and constantly increases in worth.

What dealers and users testify in reference to the "New-Way's" merits, makes certain that no dealer will make a mistake in arranging with us at once for the agency.

THE "NEW-WAY" MOTOR COMPANY
LANSING, MICHIGAN, U.S.A.

thereby simplified. Yet simplicity is not all, for ruggedness of construction and durability of wearing parts have all been maintained.

Safety in starting is difficult to obtain with some magnetos because the timing range is limited. With the oscillator, the spark may be retarded to dead center or later, assuring the operator of ab-

solute safety when starting. As mentioned before, this same act of retarding the spark causes it to increase in strength, giving the oscillator an added advantage in starting. The lever used for varying the time of ignition is just back of the push rod roller. With this lever in the retarded position, small engines may easily and safely be started with the oscillator, by rotating them over compression.



LONDON CONCRETE MIXER, No. 4

equipped with "NOVO" DUST PROOF GASOLINE ENGINE
Capacity 40 cu. yds. per day
This machine is especially suitable for small jobs. It is built to last a lifetime. Saves the price of itself in thirty days' use. Write for catalogue No. 1-K.

LONDON CONCRETE MACHINERY CO. Ltd.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.



Send direct to Ottawa for free patentability report and booklet "Patent Protection." Clients' patents advertised in the "Patent Review."
Harold C. Shipman & Co. ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

The oscillating magneto is compact and self-contained and requires a very short length of wire. No switch is necessary, for there is nothing to run down or give out. When the gasoline is shut off, the engine stops, and with it, the magneto, which then lies inactive until tripped to start the engine. The motion of the inductor and springs in this magneto is but a twelfth of a revolution, and since the inductor moves only on the firing and not on the idle strokes of the engine, the wear is very slight and the magneto very long-lived. No part of the magneto is injured or affected by moisture, so that it will operate in the heaviest rain without a sign of trouble.

The New De Laval Milker

After many years of research and experimental work, the De Laval Company, Ltd., have placed their milking machine upon the Canadian market.

The De Laval milker has been thoroughly proven by actual use, states the company, for more than two years. At the present time there are thousands of cows being milked daily by this machine, and the company already have a very heavy demand for their milker. F. J. Weed, manager of the Winnipeg branch of the company, states that the new milker will be at the disposal of the dealers throughout Western Canada around the beginning of next month.

The De Laval milker is a distinctively different type of machine, and the makers claim that it is very positive and uniform in action. A special feature is the udder pulsator—this being the only milker with a pulsator located within a few inches of the cow's udder. In most other machines of this type the pulsator is located either in the pail or in the pipe line. The fact that the device is so close to the udder insures definite, snappy action on the teats. This udder pulsator has no springs, regulating screws, weights or trigger pins. It contains but one moving part—a small piston. It needs no oil, and requires no adjustment. Unlike most of these devices, it has a fixed speed which cannot be altered by the operator.

In describing the positive alternate action given by their machine while at a fixed speed of pulsation, the company say:

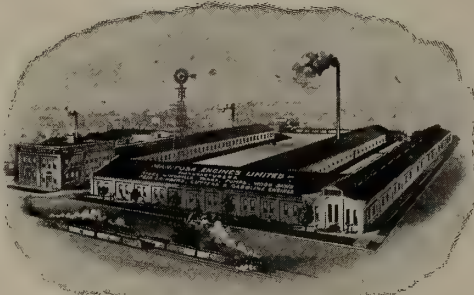
"The method of milking which insures unvarying and positive action on the udder will have the best effect on the cow.

"The De Laval method of milking combines the advantages of alternating action with pulsations of fixed and unvarying speed, both of which are pleasing to the cow and result in a long lactation period and a large milk flow.

"The De Laval alternating action causes a continuous flow of milk from the cow's udder during the entire milking, the two front and two rear teats being milked alternately. This alternate action is absolutely uniform both as to the suction upon the teats and as to the pulsation speed, both being controlled by the udder pulsator, located within a few inches of the cow's teats."

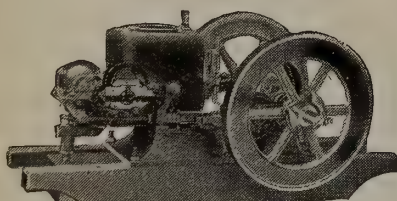
The design of the teat cups in the De Laval milker is interesting. They are self-adjusting, and milk large or small teats equally well. The cups are easily taken apart and assembled, and are very

THE MANITOBA PEERLESS LINE WILL PUT NEW LIFE INTO YOUR BUSINESS



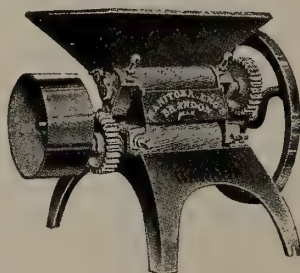
The Home of the Manitoba Peerless Line

During the Reconstruction Period confronting us, every Western Dealer should realize the necessity of supporting Western Industries so that labor may be employed. We make the goods at your door; you are assured prompt delivery. Our prices meet any competition, and give the dealer a REAL profit.



1 1/2 H.P. Gasoline Engine

Made in 1 1/2, 2 1/2, 4 1/2, 7 and 9 H. P. sizes. Equipped with WEBSTER magneto, variable speed, etc. MANITOBA PEERLESS Engines will put new life into your engine business. Handle them this year.



2 and 3 Roller Crushers

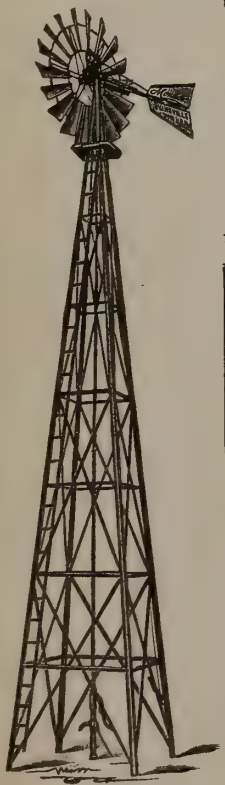
Investigate our 2 and 3 roller crushers for flaking oats for horse feed. Saves the cost of one each year. All hoppers fitted with screens. Now is the time to push the sale of these.

A FEW OF THE LINES WE MANUFACTURE:

Gasoline and Kerosene Portable and Stationary Engines.
Windmills, Pumping Outfits, Wood and Iron Pumps, Pump
Jacks, Feed Grinders, Roller Crushers, Saw Frames, Etc.
ASK FOR CATALOG, PRICE LISTS AND PARTICULARS

Manitoba Peerless Windmills

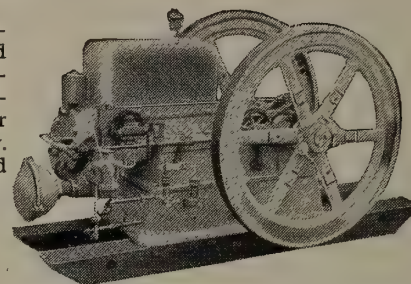
There's a size to suit any farm. Our steel mills are made in sizes: 5 ft., 8 ft., 10 ft. and 12 ft., with 3 or 4 post towers for 8 ft., 10 ft. and 12 ft., and 3 post towers: 20, 31, 42 and 53 ft. Our 10 and 12 ft. direct stroke vaneless mills fit the same towers as our steel mills, and are very popular in many sections. Ask for special windmill literature. We supply complete Pumping Outfits for any depth of well. Get particulars of this big selling line—NOW.



8 ft. Steel Back Geared Mill, on 42 ft. Tower.

Manitoba Engines, Limited

BRANDON, MAN.



Stationary; Throttle-Governed; Kerosene Engines

Made in six sizes. All equipped with four-speed change device; 6, 8, 10, 12, 14 and 16 H. P. Ignition by WEBSTER magneto. With plain or friction clutch pulley, as desired. Adaptable for combined or independent driven threshing outfits. Simple, reliable; deliver power in excess of rating.



This illustrates our vaneless wood wheel out of the wind.



easily kept clean. They give a perfect action on the teat that is gentle, and in no way irritates the cow, an invaluable feature in action.

The vacuum system in the milker is operated by a Pulso-Pump, a specially designed unit embodying both the rotor for producing the vacuum and the mechanical means whereby a positive control and even speed is assured through the udder pulsators. This pump is compact in design and of strong construction. It has no springs, valves or pistons to give mechanical trouble, and has an automatic oiling system.

It is stated that one man can milk three times as many cows in an hour by the De Laval milker as by hand, since the machine is the fastest milker known. The labor-saving value of such a milker is evident at this time when farm help is scarce and high priced.

Beyond the time and labor-saving advantages of their milker, the company say that there is a distinct advantage to the cows. It is, as every dairy supply dealer is aware, very hard to find a man who will milk a cow twice in the same way. In the morning he will milk fast, at night he will be tired and will milk slowly. To get the best milking results the operation should be uniform, but in hand milking by average help this is impossible. The milker is always uniform in action and speed — the same yesterday, today, to-morrow, and next year. It never gets sick or quits, but is on the job week days, Sundays, and holidays alike.

Dealers should note that the machine is made in single units only which permits the keeping of individual milk records on the part of the user. By this single unit system no re-arrangement of the cows is necessary. One satisfied owner of this milker, who is located in Maryland, after stating that he had no mechanical trouble whatsoever with the milker, comments on the time it saves on his farm in the following terms:

"We are now milking about 45 cows with the 4 units and it is

taking us about one hour; two boys are doing the most of it. Sometimes in the morning we have three, one to do the cooling. These boys are 17 and 13 years old, respectively, and they handle the machines better than any man I have had, and with the machine the work is not hard."

We believe that interested dealers can obtain full particulars

regarding this new milker by writing the nearest branch of the company.

New Name for I. H. C. Plant

In the recent sale of the Champion line to the B. F. Avery & Sons Co. the International Harvester Co. announces that the Champion plant at Springfield, Ohio, is not included in the deal.

Until such time as B. F. Avery & Sons can complete arrangements for manufacture at Louisville, the International Harvester Company will continue to make the machines at the Champion works for the account of B. F. Avery & Sons. Hereafter the Champion plant is to be known to the Harvester organization as the Springfield plant.



The cream of the cream separator trade goes to the De Laval agents

There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

Largest Manufacturers of Dairy Supplies in Canada

MONTREAL

PETERBORO

WINNIPEG

VANCOUVER



FOR SALE

Rumely 36 H. P. Steam Tractor, 175 lbs. pressure. Alberta Boiler. Also 12-Bottom Cockshutt plow, ready to work.

Price \$3,200

Write Box 3,
ROCKYFORD, ALTA.

Canada's Machinery Imports

For the nine months ending December 31, 1918, the records of the farm machinery value imported by Canada from the United States are illuminating. A few of the types of implements imported, and their total value is as follows:

Binding attachments, \$27,823; cultivators, \$103,067; drills, \$69,244; harrows, \$293,354; binders, \$424,286; hay loaders, \$15,721; tedders, \$22,450; manure spreaders, \$30,161; mowers, \$82,859; plows, \$1,968,583; potato diggers, \$64,285; horse rakes, \$61,238; reapers, \$8,180; windmills, \$48,909; fanning mills, \$24,067; crushers, \$13,776.

The total value of agricultural implements imported from the United States for the nine months' period was \$3,834,964, and the value of implement imports from Great Britain, \$5,059.

Buggies and carriages to the value of \$40,946 were imported, and farm wagons, drays and sleighs, and parts for same, to the value of \$78,001.

Threshing separators to the value of \$955,649 were imported, and separator parts and attachments to the value of \$308,353.

Considering tractor engines for farm purposes, costing not more than \$1400 in the United States, and entering duty free, the total number of such tractors imported during the nine months was 9,231, with a value of \$8,533,706. Tractor parts and tractor attachments to the value of \$871,721 were imported. A total of 37,554 gasoline and gas engines were imported, valued at \$4,617,591.

During the entire year 1918 approximately 22,000 tractors of all sizes were imported into Canada, and it is estimated that

during December, 1918, and January, 1919, nearly 8000 tractors were shipped into Canada by large American manufacturers who anticipated that the duty would be replaced. The duty removal has reduced the production of light tractors in Canada, but several hundred will be made in the Dominion this year. During the past year it is calculated that about twelve hundred tractors, 12-25 h.p. and over, have been made in Canada.

A Pioneer Tractor Concern

Following the demand for the large tractors necessary to break the virgin soil of the Western prairies, came the demand for the small tractor pulling three plows and suited to the needs of the average farmer. The makers of the mammoth tractors of the breaking period adapted their production to the smaller types. In this process of tractor evolution one of the foremost concerns on the Continent was the Hart-Parr Company, of Charles City, Iowa. After seventeen years' service many of the old Hart-Parr tractors are still in evidence.

The Hart-Parr Company were, it is stated, the founders of the tractor industry, and the builders of the first successful kerosene-burning tractors. The present officers of the company are: A. E. Ellis, president; W. R. Dray, vice-president and general manager; and A. H. Witt, secretary-treasurer.

To meet the modern demand the company developed the New Hart-Parr tractor, a 3-plow machine rated with 30 h.p. on the belt. In developing this tractor they drew upon their long experience in the industry. That experience in tractor construction means much is testified by the enormous demand for the New Hart-Parr. At the National Tractor Demonstration, held at Salina, Kansas, in the fall of 1918, the company state that one thousand of these tractors were sold. At this demonstration, in a certified test of a 30-minutes' run at constant load, the New Hart-Parr developed over 31 1-10th horse power running at even less than its normal speed of 750 r.p.m. The thermometer during the test stood at 109 deg. in the shade.

The constructional features of this tractor are of interest to the dealer. Instead of motor transmission and differential being placed on a frame built up of riveted members, in the New Hart-Parr these parts are a one-piece, cast-steel engine bed. No bend, no twist, no loosening of the frame is possible. The pos-

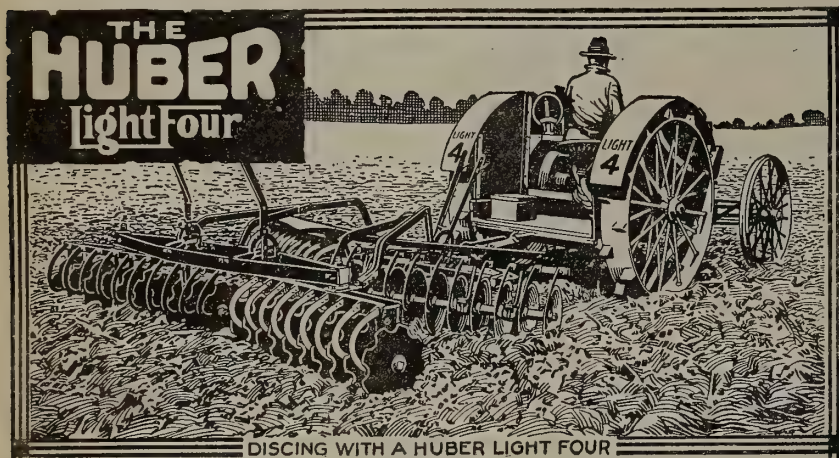
sibility of misalignment is obviated. The belt pulley is in line with the crank shaft, and can be locked to the shaft through a non-slip clutch whenever belt work is necessary.

The slogan of the makers of the New Hart-Parr is that this tractor burns kerosene as successfully as gasoline tractors burn gasoline. It runs evenly from no load to full load, or vice versa, without misfiring or throttling, and an absence of excessive carbon deposits is a distinct testimony to the efficiency of the Dray Kerosene Shunt. This method of using kerosene is found only on the New Hart-Parr. To avoid technicalities, this device enables the engine to automatically take in cold kerosene at full load and preheated fuel at no load, doing away with most of the necessity of water sprays, and, as the tractor man can understand, supplying the fuel in just the right condition to give efficient kerosene combustion according to the load then upon the engine. The engine used is a 2-cylinder, twin horizontal type, valve-in-head, 6½ by 7-inch size. Ignition is by high tension magneto with impulse starter. The transmission is of the selective sliding gear type, giving two speeds forward and one reverse. Bearings are S.K.F. and Hyatt. The total weight of the New Hart-Parr is 5,395 lbs. This tractor is distributed in the Canadian West by the Hart-Parr Company, of Canada, with branches at Winnipeg, Regina and Calgary.

During the war the Hart-Parr factories at Charles City produced a gigantic amount of war material for the Allies. They made millions of dollars' worth of shells, steering and hoisting engines for shipping, cast steel wheels for army trucks, gun mounts for the U. S. Navy, etc. Sixty tons of semi-steel shells were produced a day by this pioneer tractor plant, which all the time kept production going so that its tractors could back up the farmer on the second line of defence—the wheat fields of Canada and the United States.

A New Case Car

Like other manufacturers of high-grade passenger automobiles, the J. I. Case T. M. Co., of Racine, Wis., is resuming production of a limited number of quality cars. They are now producing a six-cylinder car in a seven-passenger touring model, which they designate as model "U." This car sells in the United States at \$2100.00, and already has a big demand.



DISCING WITH A HUBER LIGHT FOUR

Powerful, Yet Light in Weight

THERE is a nice balance between weight and power in the Huber Light Four—great traction power with light tractor weight. It's powerful—pulls three plows and turns an acre an hour. It's light—works on plowed ground without packing the soil.

Lightness means fuel economy. Less power consumed in moving the tractor gives more power to the draw-bar. The third plow permits 50% more work every hour you run. This means economy of time when minutes are dollars. It also gives you 50% more service every mile you travel. This means economy of up-keep and long life to the tractor.

After the field work is done, it pays for its keep by doing *all* your heavy belt work. It not only runs the feed mill and buzz saw but it has plenty of power for the ensilage cutter, the clover huller, the corn shredder or the small grain thresher. It sets new standards all along the line—Economy, Simplicity, Durability.

Ask for the name of the nearest dealer and Booklet "Doing the Impossible."

The Huber Manufacturing Company

643 Center Street MARION, OHIO

Established over 40 years

Canadian Branch—Brandon, Manitoba

Weights about 5,000 pounds. 12 h. p. at draw-bar; 25 h. p. at belt. Four-cylinder Waukesha motor. Hyatt Roller Bearings. Perflex Radiator. Short turn. Self-steering in the furrow. Center draft. Burns gasoline, kerosene or distillate. Road speed 2½ and 4 miles per hour.

"Would you step on a cockroach —or would you refrain from staining the floor?"—Roosevelt

THE "ethics" of business call for courtesy between competitors—and the "ethics" of advertising also demand "truth in advertising." After observing the former, we find it absolutely necessary to "step on" some of the false claims and untrue propaganda of several separator manufacturers in an attempt to preserve a semblance of "truth" in their advertising.

We owe it to the dairy people of this country to present the real facts regarding cream separators. Propaganda based on the falsest of claims has been spread in an attempt to mislead American farmers. In presenting these facts, we stand ready to prove every assertion; they are based on actual records of dairy history.

Official records show that the first cream separator was invented by the French, and that patent No. 105,716 was granted to the company of Fives-Lille, of France, November 19, 1874, for a "system of continuous centrifugal separation." A little later the Danes developed the cream separator and were the first to introduce cream separators into America. Four years later, in 1878, a Swedish concern took advantage of the French invention and built a cream separator.

Looking for American business, this concern contracted with Mr. P. M. Sharples, an inventive genius of West Chester, Pa., to manufacture, install, and repair their machines in America. The first machines were decidedly impractical and unfitted for efficient use in American dairies and creameries.

Mr. Sharples attempted for a few years to make of this foreign machine a satisfactory separator, and during this time invented all the great improvements that have since been used by this type of machine. Among his invented improvements were the discs in the bowl, the splash oiling system, the detached spindle, the lowering of the supply can, and the concave bottom bowl which permitted a part of the weight of the bowl, to be suspended below the bearing. The complication of the machine, however, soon caused him to give up this manufacturing contract entirely, and, with true American ingenuity, he built a real American separator, adapted to American dairy needs and entirely different in that it was a most simple and efficient machine.

The Sharples factories are the oldest and largest separator factories in America. They have always been entirely American-owned. During the thirty-eight years of its existence, The Sharples Separator Company has manufactured more separators than any

other factory in America, and the output of the Sharples factory to-day exceeds that of any other separator factory in the world. More Sharples machines are being sold than any other, and a much larger percentage of those sold are to-day in actual use.

Every American dairyman should know these facts, and has the right to, and should, on buying a machine, ask the following questions of any separator manufacturer:

"Will your separator skim clean and deliver a cream of even density at any speed at which it may be turned? Is the bowl free from troublesome discs or blades? Has the separator an entirely automatic oiling system and do you guarantee your separator for durability to the extent that you guarantee a repair expense not to exceed \$2.00 per year?"

"Is your separator built in American factories, by American manufacturers, by American labor, of American material, and entirely owned by Americans? Is it truly an American separator, encumbered by no suspicion of taint of Hun propaganda?"

It is due to Mr. Sharples' untiring efforts during the thirty-eight years of his separator manufacturing experience—not to any foreign makers or inventors—that the American farmer owes the modern efficient cream separator. The Sharples Suction-feed Separator is the perfected machine; all other separators are to-day where Sharples left off years ago—old style, bucket bowl, fixed feed machines.

We say, without fear of contradiction, that the modern Sharples Suction-feed Separator

—is the only separator in the world that skims clean and delivers a cream of even density at widely varying speeds;

—is the only separator in the world with a controlled varying capacity;

—is the only separator in the world with a knee-low supply can, easy to fill;

—is the only separator in the world with a perfect automatic splash oiling system, not a single oil cup;

—is the only separator in the world with a hollow tubular bowl—no discs to wash.

Write to-day for the complete Sharples catalog on cream separators.

THE SHARPLES SEPARATOR COMPANY

Toronto, Ont.

Regina, Sask.

"Over 2,425,000 Sharples Separators in daily use."

Farm Equipment Prices Will Not Decline

The Plow and Tillage Implement Dept. of the U.S. National Implement and Vehicle Association held a meeting at Pittsburgh early in February. Following this meeting, which was entirely unconnected with the question of costs and prices, a press representative possessed of remarkable imagination sent broadcast an entirely erroneous report that "farm implements and vehicles would be cheaper in the immediate future." This report was relayed to the Canadian press, aggravating a situation which is none too good as things are.

The press organization that sent out this erroneous report has made retraction and correction of the statement, and in this connection Secretary E. W. McCullough, of the U. S. National Implement and Vehicle Association says:

"Farm implements and vehicles will not be cheaper in the immediate or early future. On the contrary, it is the opinion of the officers of our association that present price levels cannot be substantially reduced without serious or even disastrous losses to the manufacturers until the stocks of raw materials, which they bought and contracted for at war-time

prices, are worked up and marketed.

"The report recently sent out from Pittsburgh about cheaper farm implements was entirely mistaken.

"It is particularly unfortunate at this time, when the manufacturer is governed by conditions over which he has little or no control, that such a disturbing report should be sent out."

From many sources we hear that farmers are waiting for a big drop in prices before placing their orders for needed equipment. As a result, goods are not moving as they should, and manufacturers may have to slow up unless something is done to remedy the situation. It is also true that some farm equipment dealers take the same viewpoint. The result can only be that when the season opens the buyer will find that prices have largely remained unchanged. There will be an influx of rush orders, and in the resulting disappointments in making delivery manufacturer, wholesaler and dealer will get the blame.

The farm press of Canada could do a great deal by giving publicity to the true facts of the case.

Steel Costs More

This erroneous supposition we believe started from the announcement at the end of last year that a \$4.00 reduction in steel would be effective January 1st. This led farmers, both in Canada and the United States to look for a corresponding reduction in the price of farm implements. Not one farmer in a thousand knows that this widely heralded reduction does not apply to the makers of farm implements. The fact is that U.S. implement manufacturers are paying \$1 a ton more for steel than during the war. The \$5 a ton preferential enjoyed by the U.S. agricultural interests during the war was withdrawn by the ruling on the general \$4 reduction. As a result American implement manufacturers are now compelled to buy in the open market. So that, instead of securing a reduction of \$4 a ton, they now actually pay \$1 a ton more than before the so-called reduction went into effect.

Further, labor, is fighting hard to maintain permanently the war-time wage scale. No reduction can come until present stocks are moved, and even then price reductions must be gradual. So far as the present season is concerned, the expectation of reductions is misleading and harmful.

For the past two years many farmers have bought lightly and have repaired their old machinery so that it would answer until the war was won. Such machinery is now becoming badly worn. To attempt to make it do for another season would invite costly breakdowns and waste of time. Farm help is too scarce, and the need for maximum production is too great, for farmers to handicap themselves in that way. Consequently, delay in buying what is needed is bad business for both farmer and dealer.

It is the belief of this publication that the best policy for the dealer and farmer is to "buy only what you need, but buy it now." Dealers should follow their usual course and buy ahead, covering their legitimate requirements for at least the first half of 1919. By assisting the wholesale houses in this way they will aid them to gauge the requirements of the farmer, with the least ill effects in the matter of supply. The distributors will naturally endeavor to limit their stock to supply the dealers, but with the least risk of a carry-over. Every dealer should place before his customers the true facts of the case, otherwise it may happen that the machines cannot be obtained when a last moment realization of their need arises.

Prof. Lamson Joins Sharples Organization

The Sharples Separator Co., West Chester, Pa., announces the appointment of Prof. Robert A. Lamson as dairy educational manager. With a splendid reputation in dairy educational affairs, Prof. Lamson should be a valuable acquisition to the Sharples organization.

Born in Geneseo, N.Y., he graduated with honors in agriculture at the University of Wisconsin, Madison, Wis. He was then



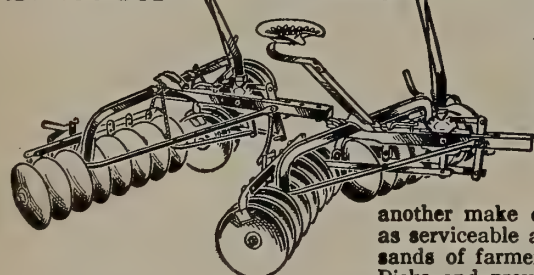
PROF. ROBERT A. LAMSON.

appointed by the University of Idaho as instructor in dairying. While there he managed the university creamery, cheese and ice cream factory and market milk plant, and made such an excellent record that Purdue University made him an offer to go East. Prof. Lamson taught dairying for four years at Purdue, and during that time obtained his Master's degree, writing a most complete thesis on cream separators.

Implement Hitches Analyzed

E. A. White, of the University of Illinois, in an address at a recent meeting of agricultural engineers, defined the term "equalizer" as applying to the connection between the implement and power when animal power is used, while "hitch" applied when a tractor furnishes the power. Mr. White did not aim to point out the various practical applications of equalizers and hitches, but to show the principles involved in making hitches to avoid great side-draft and to equalize the load when using horses or mules. One of his conclusions was that most of the so-called patent hitches, intended for eliminating side-draft on horse-drawn implements when three horses are used with a single tongue, or when four or more horses are hitched abreast to a plow have no special value.

Sizes for Horses or Tractors



Use the Bissell Double Disk Harrows. They have great capacity for cultivating, and have made a record for working the soil better than other disks—in fact, you won't be able to find

another make of Disk Harrow nearly as serviceable as the Bissell. Thousands of farmers have tested Bissell Disks and proved them to have the

"knack" for doing the best work. They are simple in design, durable and built for business. Write Dept. E for Booklet. Man'd exclusively by—

T. E. BISSELL COMPANY, Ltd., Elora, Ontario

Sold by all John Deere Co. Dealers in Western Canada

FOX AUTOMATIC PICKLER

Same construction and heavy high-grade material as in the past. Built to last a lifetime.

CONSTRUCTION: 26 gauge galvanized iron with steel frame.

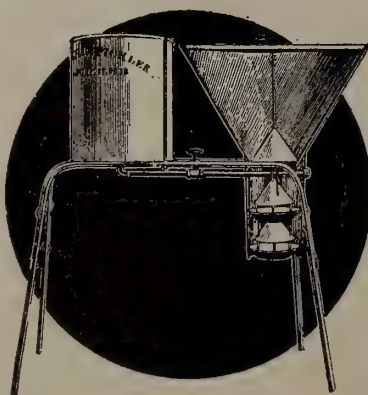
CAPACITY: 125 Bushels per hour.

EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

This pickler is not in the experimental stage, but has been on the market four years. Built for service and satisfaction.

AGENTS WANTED AT ALL POINTS IN THE THREE PROVINCES

Exactly the same Pickler as has been sold in the past by W. J. Bell, Regina



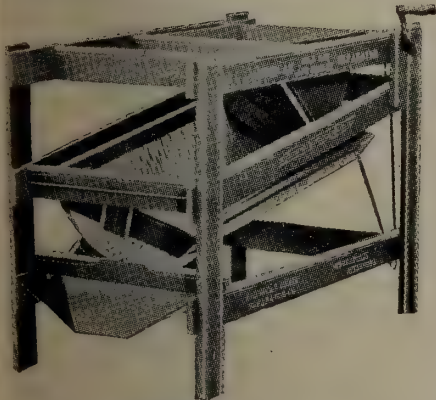
MANUFACTURED AND SOLD ONLY BY
CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.

THE CUSHMAN LINE

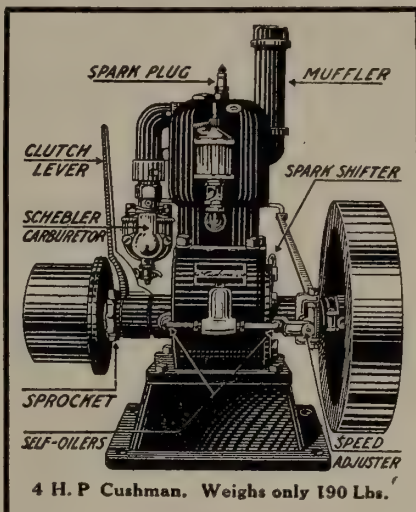
LIGHT-WEIGHT ENGINES

The 4 h.p. Cushman weighs only 190 lbs., the 8 h.p. only 320 lbs., the 15 h.p. only 780 lbs., and the 20 h.p. only 1,200 lbs. Cushman engines are used on the famous Cushman combination threshing outfits. They are equipped with Throttle Governor and Schebler Carburetor; 4-cycle, water cooled, with friction clutch pulley. Many dealers are selling from 15 to 50 Cushmans a year in addition to their heavy engine business, making a nice profit.

American Wild Oat and Barley Separator and Cleaner



Not a fanning mill or cleaner, but the only real wild oat separator that absolutely removes wild oats from tame oats and barley. The only machine that separates and grades in one operation. Patented slats distribute a thin, level layer of grain over the full surface of the sieve. Ask for literature.



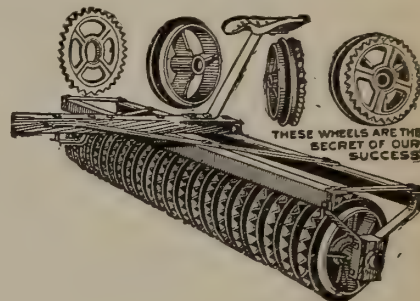
4 H. P. Cushman. Weighs only 190 Lbs.

FROM 4 TO 20 H.P.

For heavy grinding, driving small separators, etc., or for any power from 3 to 9 h.p., the 8 h.p. Cushman especially appeals to the farmer. Very economical, for Cushman engines receive just enough fuel to take care of the load at that moment on the engine. Result is uniform speed and maximum power. Not cheap engines, but cheapest for your customers in the end. Ask for special engine literature.

THE WESTERN PULVERIZER PACKER AND MULCHER

Makes a Seed Bed in one Operation



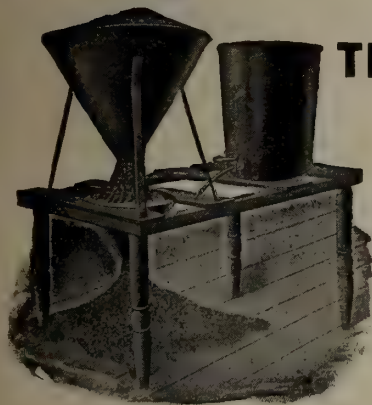
Made in sizes as follows:
Plow Packer—2 ft. 6 in. two furrow; 4 ft. three-furrow.

Single Section—4, 6, 8, 10 and 12 ft. sizes.

Three Section—11, 15 and 21 ft. sizes.

Will not clog. Makes a granular mulch that stops evaporation and conserves moisture.

THE AUTOMATIC GRAIN PICKLER



The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated. The most efficient automatic pickler on the market. Get one on your floor for spring business. Good stock on hand.

LINCOLN SMUT CLEANERS

Ensure Clean Seed and Big Yields

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN TWO SIZES



Write for Prices and Full Particulars

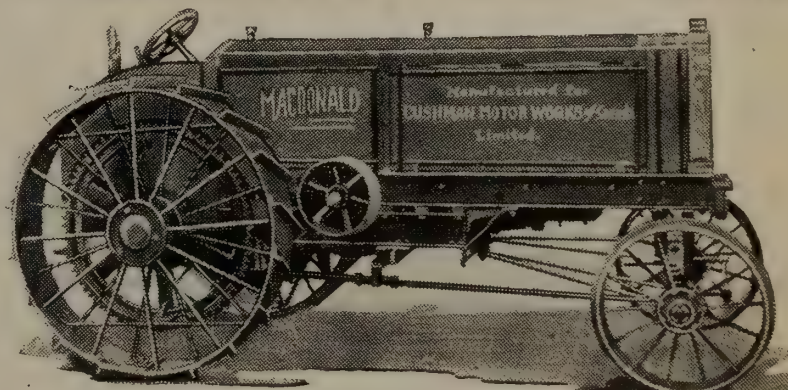
THE LINCOLN 24x46 SEPARATOR

The Perfect Thresher for use with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market.

THE MACDONALD 12-24 H.P. TRACTOR



Handles 3 plows under ordinary conditions and 4 in light soil. Motor 4-cyl., 4-cycle 4 3/4 x 6-inch. 750 to 800 r.p.m. Develops 28 to 30 h.p. at belt; 12 to 15 h.p. at draw bar. Weight 6500 lbs. The best light tractor made in Canada. Ask for full particulars and agency offer. Write to-day.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.
Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

THE CUSHMAN AGENCY GIVES YOU PRESTIGE AND PROFITS

We are Exclusive Selling Agents for: Tractors—Light Tractor Plows—Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners—Automobile Accessories, etc.

With the Manufacturers

The Siemon Tractor Corporation, New Hamburg, Ont., contemplate renovations to their factory.

A proposal to erect a large smelter at Port Arthur, Ont., is under consideration. The estimated cost will be \$15,000,000.

The Fox Chain Coy., of Canada, capitalized at \$200,000, has commenced to install a plant at Hamilton, Ont. They will em-

ploy 50 men for a start, and will produce tire chains.

The Allis-Chalmers Mfg. Co., Milwaukee, will build a new tractor plant, 320 by 110, three floors and basement. The company regards the tractor trade outlook as excellent.

The Twin City Feeder Manufacturing Company, Minneapolis, is putting on the market a single and double wing feeder for which

it claims special value as a labor saver and grain saver.

The U. S. Tractor & Machinery Co., Chicago, has been dissolved and its business taken over by a company of the same name, organized under the laws of Wisconsin and located at Oshkosh.

The Gray-Dort Motors Limited, of Chatham, Ont., have just completed a new three-story addition to their present factory. This will give them an added floor space of 50,000 square feet.

Fire starting on the second floor of a mill of the Peoria Cordage Co., Peoria, Ill., did damage estimated at \$35,000 recently. Eighty persons were in the building, but all escaped uninjured.

The Hayes Wheel Co. of Canada, Ltd., Chatham, Ont., have completed contracts with automobile factories for the manufacture of front axles in the plant formerly occupied by the munition business.

The James Mfg. Co., Fort Atkinson, Wis., has leased 10,000 square feet of space in the Minneapolis Terminal warehouse of the Minneapolis Industries Association and is establishing an assembling plant there.

At the National Tractor Show, held at Kansas City, Feb. 24-March 1, two prominent Canadian farm machinery concerns had exhibits, viz., the Sawyer-Massey Company, Hamilton, and the T. E. Bissell Co., of Elora, Ont.

The Macdonald Thresher Co., Stratford, Ont., are at present busily engaged in the manufacture of the Macdonald 12-24 h.p. tractor. These tractors are sold in Western Canada by the Cushman Motor Works of Canada, Ltd.

The Automotive Engineering Department has been established by the Minneapolis Steel & Machinery Company, Minneapolis. This department is where automotive apparatus, such as tractors, motors and trucks, are designed.

At the meeting recently of the board of directors of the Dauch Mfg. Co., Sandusky, O., the following officers were elected: O. F. Rinderle, president; R. O. Mitchell, vice-president; Herbert Farrell, treasurer; William F. Pfeiffer, secretary.

The Universal tractor plant of the Moline Plow Co., Moline, Ill., is now turning out sixty-five tractors daily. The company, which was recently purchased by John Willys of the Willys-Overland Co., plans to increase production to 120 machines a day.

The National Tractor Co., Cedar Rapids, Ia., is planning another addition to its plant for the purpose of increasing its capacity to a minimum of twenty machines daily. The plans call for a capacity of forty tractors per day and the employment of about 600 men.

Fairbanks-Morse & Co., Beloit, Wis., are installing an automatic sprinkler system of fire protection throughout the Eclipse works, which are among the largest of the kind in the world. Safety, sanitation and efficiency also are being increased in other

Massey-Harris



Built for Service

The real test of a Tractor is—will it do the work? The Massey-Harris Tractor has met this test and proved itself to be the Tractor built for service on the farm.

Constructed on sound scientific principles, free from any freakish contraptions, with a strong, sturdy Frame able to stand the severe strain of farm work, and an Engine with power sufficient for any ordinary farming operations. The

12 H. P.
On the Drawbar

**Massey-Harris
Tractor**

25 H. P.
On the Belt

is just the right size of Tractor for the average farm, and is so simple and easy to operate.

The name "Massey-Harris" on the Tractor is the farmers' best guarantee. It stands for all that is best in Farm Implements the world over, and represents over 70 years experience in supplying the needs of farmers. This long experience has enabled the makers to embody every worth while feature in the Massey-Harris Tractor, and so offer a Tractor equipped to render power for every purpose on the farm.

Also in handling the Massey-Harris Tractor you have a complete line of Implements to offer, made by the same Company and covered by one guarantee which means no divided responsibility.

Get Our Tractor Catalog and See for Yourself

MASSEY-HARRIS CO., LIMITED

Head Offices—Toronto, Ont.

Branches at

Montreal,	Moncton,	Winnipeg,	Regina,	Saskatoon,	Swift Current,
Yorkton,	Calgary,	Edmonton.	Transfer Houses—Vancouver and Kamloops.		

ways, making the plant a model in these respects.

After twelve years experimental work the De Laval Company, Ltd., at its plant at Peterborough, Ont., is now manufacturing the De Laval milking machine. It is the intention of the company to manufacture this machine in Peterborough for the Dominion and also some for export trade.

The International Harvester Company of Canada, Limited, now owns the entire capital stock of the Oliver Plow Works of Canada, Limited, at Hamilton, and has assumed control and operation of that property. Its operation will continue under the new ownership with the present personnel.

By the consolidation of three corporations into one, under the name of the Grain Belt Mfg. Co., of Fargo, N.D., which will manufacture tractors, fire engines, and do a general welding business, the Grain Belt Tractor Co., the Fargo Fire Engine Company, and the Fargo Welding Co. lose their former identity.

The Madison-Kipp Corp., Madison, Wis., one of the largest concerns in the world manufacturing force feed lubricating devices, used on tractors, passenger and commercial cars and machinery of all kinds, is planning to build a new plant on a new site at Madison, the present works having been expanded virtually to the limit of the site.

The Dominion Foundries & Steel Co., Hamilton, Ont., plans in its adjustment to a peace basis of operation the installation of a plate mill, with a capacity of 10,000 to 12,000 tons a month. The erection of a pattern building, costing \$75,000, is being proceeded with and an office building is also being planned for at an equal expenditure.

The large addition to the plant of the Holt Mfg. Co., Peoria, Ill., work on which was suspended following the signing of the armistice, is to be completed. The company has been authorized to resume building operations by the ordnance bureau of the U. S. War Department. Officials of the War Department will continue supervising the building operations.

The McKinnon Industries, St. Catharines, Ont., is preparing for the manufacture of new lines, including automobile transmissions, steering gears and differential assemblies and automobile radiators. The plant is also returning to the manufacture of its former products such as saddlery, hardware, malleable iron castings, drop forgings, sheet metal work,

iron and steel hames and electric welded products.

Tractors Under \$1400 Duty Free Until Further Notice

An enquiry sent the Department of Customs at Ottawa by this publication concerning the renewal of the Order-in-Council dealing with the free entry of tractors having a value of \$1400 and under has been replied to by the Commissioner of Customs as follows:

"An Order-in-Council in the matter of traction engines valued at not more than \$1400, and parts thereof for repairs, are exempt from duty from January 7th, 1919, as hereinafter set forth:

"His Excellency the Governor-General-in-Council, on the recommendation of the Minister of Finance and under the provisions of Section 92 of the Consolidated Revenue and Audit Act, is

pleased, from the seventh day of February, 1919, and until otherwise provided for, to grant and doth hereby grant authority for remission and refund of the customs duty on gas or gasoline traction engines for farm purposes, valued at not more than fourteen hundred dollars each and repairs therefor when entered at customs after the seventh day of February, 1919.

"In order to expedite importation and delivery of the said traction engines and repairs therefor, they may be entered at the Custom House as free of ordinary duty and War Tax, on the usual form of entry for home consumption (B1) until otherwise provided for. The articles should be set forth in the entry in the words by which they are above described." This continuation of duty removal should lead to a good spring demand.

Regina Wholesale Association Elects Officers

At the recent annual meeting of the Regina Wholesale Implement Dealers' Association, held in the Kitchener Hotel in that city, the following officers for 1919 were elected: President, Peter Arnot, manager Advance-Rumely Co.; first vice-president, E. B. Gass, manager International Harvester Co. of Canada, Ltd.; second vice-president, H. J. Quane, manager J. I. Case Threshing Machine Co.; secretary-treasurer, L. M. Larson, collection manager International Harvester Co. of Canada, Ltd.; auditor, Austin D. Brown, manager Tudhope-Anderson & Co.

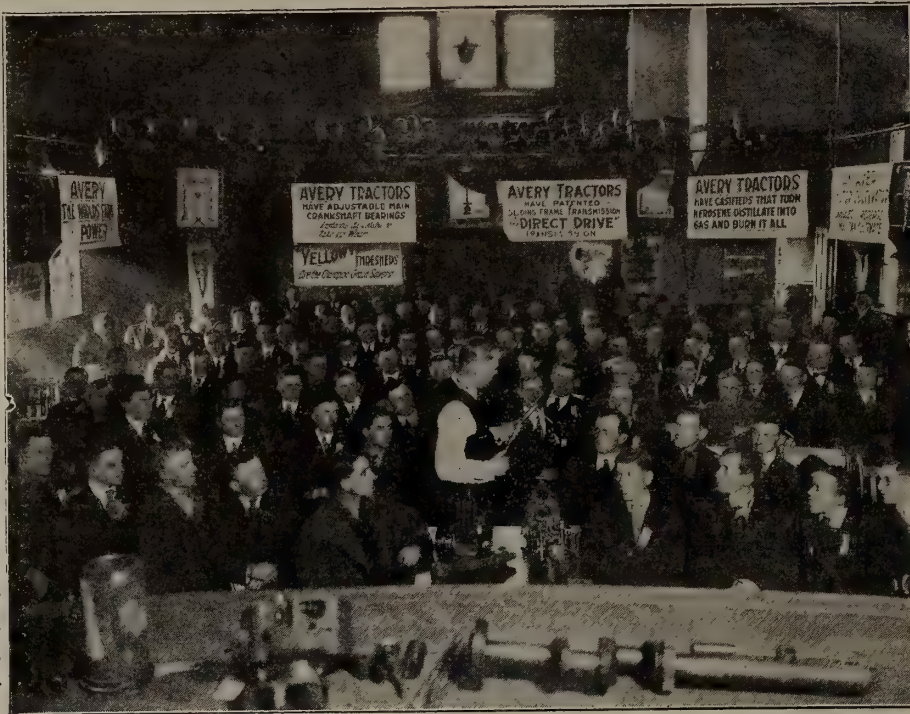
If you don't work with the association because your competitor helps run it, you are a pretty narrow-minded business man.



At Your Service
"Hinman Milkers"
Let us get together
Write for Particulars
H.F. Bailey & Son, Galt Ont.

Avery Held Tractor Service School

The Avery Company, Peoria, Ill., held a free tractor service school on Feb. 6, 7 and 8 for the purpose of training farmers and dealers in Illinois on the care and operation of tractors. Over three hundred dealers and farmers attended. Prof. L. R. Van Volkenburg, chief service engineer, was in full charge. This school was one of the 650 service schools that the Avery Company is holding all over the United States and Canada. The service schools' campaign of the company began Dec. 1, 1918, and will last until the middle of March. Four booklets by Prof. Van Volkenburg were used, dealing with the testing and repair of magnetos, questions and answers on tractor troubles, a student's text book, and the Avery instruction book.



The Avery Tractor School in Session

Farm Machinery Concern Appoints Directors

The second annual meeting of the shareholders of the Associated Implements, Ltd., was held in the office of the company, 1104 McArthur Bldg., Winnipeg, on February 14th., 1919. The president, W. J. Falconer, occupied the chair, and D. S. Martin acted as secretary. A very full discussion of the affairs of the company took place, and on motion of Geo. W. McDonald, seconded by J. H.

McConnell, a hearty vote of thanks was tendered the officers for the business-like way the affairs of the company had been handled during the past six months. The company, in an announcement to the press, state that a number of the shareholders expressed the opinion that the company had a bright future before it.

The following is the list of directors for the ensuing year: W. J. Falconer, Winnipeg, president; J. H. McConnell, M.P.P.,

Hamiota, vice-president; D. S. Martin, Winnipeg, secretary-treasurer; Geo. W. McDonald, M.P.P., Boissevain; S. Sigfusson, M.P.P., Lundar; John Crawford, Neepawa; Chas. G. Stewart, Winnipeg; B. T. Tucker, Ste. Rose du Lac.

Information on Magnetos

The Avery Company, Peoria, Ill., recently issued a very instructive booklet dealing with the Testing and Repairing of Mag-

netos. This book is the result of years of experimentation and study by the Avery Chief Service Engineer, L. R. Van Volkenburg. It is well illustrated, and will be of the greatest value to Avery dealers and owners of Avery tractors. In dealing with magneto trouble resulting from the improper setting of spark plugs, the writer says:

"We set a plug with 1-32 in. gap and under normal compression of the motor, the voltage or pressure on the magneto insulation will be in the neighborhood of 30,000 to 35,000 volts. Now then, if the operator should be careless enough to let these points open to 1-16 in., which still would be a comparatively small gap, the pressure on the insulation of the magneto would reach from 60,000 to 70,000 volts. This might be sufficient to cause such great leakage across the surface of the insulators that they would become burned or charred, as they sometimes do, thus putting the magneto entirely out of service until this trouble has been removed. Therefore, never run spark plugs with a gap greater than 1-32 in."

Beeman Appoint Officers

At a recent meeting of the board of directors of the Beeman Garden Tractor Company, Minneapolis, the following were elected: E. R. Beeman is president and treasurer; M. E. Wilson, banker, vice-president; F. J. Smith, secretary of Osborne-McMillan Elevator Co., Frank Boutin and Lucian Swift as members of the board of directors, and Will. C. Brown, secretary.

The Beeman Garden tractor is handled in Western Canada by the Gasoline Engine & Tractor Company, Winnipeg.

E-B Make Straw Spreader

The Emerson-Brantingham Implement Co., of Rockford, Ill., have perfected a straw spreading attachment for their manure spreaders. The E-B. attachment can be put on and taken off the spreader in a very few minutes and requires only four one-half inch holes through the spreader box sides to attach the straw spreader.

The E-B. No. 1 spreader is perfectly adapted to straw spreading because of the angle bar carrier which carries the load back to the beater automatically without exposing the operator to any danger of being thrown into the revolving beaters or scatterers.

Now for the spring rush and for business.

WOODSTOCK WAGONS



WE ARE SPECIAL AGENTS FOR WOODSTOCK WAGONS

Before you buy your requirements in Wagons, Buggies, Boss Harrows, Land Packers, etc., for the coming season, it will pay you to get our prices. We are handling the best goods that money will buy and our prices will enable you to do more business than you are now doing. Try us.

ASSOCIATED IMPLEMENTS, LIMITED

WHOLESALE IMPLEMENT DEALERS

1104 McArthur Building

Winnipeg, Man.



Every Part of An Avery Tractor Is Built Complete In the Avery Factories

THIS means not only a uniform high standard of workmanship throughout, but that—

—every part of an Avery Tractor is built *especially* for tractor work and *only* for Avery Tractors. We build our own motors, our own transmissions, our own radiators, wheels, etc., complete, in the three Avery factories. We are builders, not assemblers. There is no division of responsibility. You and your customers know who made the parts, who is responsible for their giving satisfactory service, and that they can always be quickly replaced should it ever be necessary.

Sell the Tractor With Protected Exclusive Features

Sell the tractors with the Perfected Opposed Motor—the “draft-horse” power plant that is strong in construction, powerful in action and runs at low speed—

—the tractors with the Patented Sliding Frame Transmission, the “direct-drive” transmission that is the simplest transmission system built—

—the tractors with renewable inner cylinder walls, adjustable crankshaft boxes, kerosene and distillate gasifiers, double carbu-

retor, practically unbreakable crankshafts, round radiator, universal self-cleaning, non-slipping lugs, etc.

The Avery line gives you the sale of a complete line of motor farming machinery, including five sizes of tractors, 8-16 to 40-80 h. p., all built with the same design; the special Model “B,” 5-10 h. p. Avery Tractor, f. o. b. Peoria; the Avery Motor Cultivator; Avery Plows to fit any size tractor; and many sizes of Avery “Grain-Saver” Threshers.

Ask If Your Territory Is Still Open

CANADIAN AVERY CO., Limited, Winnipeg

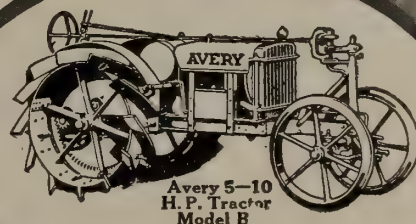
Branches: Regina, Calgary, Saskatoon.

Sub-branches at Lethbridge and Camrose

Distributors for AVERY COMPANY, PEORIA, ILL.

AVERY

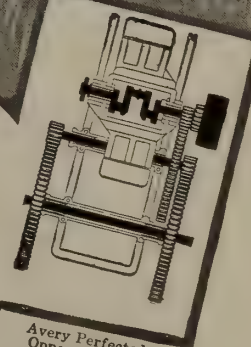
Motor Farming, Threshing and Road Building Machinery



Avery 5-10 H.P. Tractor Model B

There's a Size Avery Tractor for Every Size Farm

Five Sizes—the Same Design. Standardized



Avery Perfect Opposed Motor and Patented Sliding Frame Transmission

The Implement Industry in Canada

That export markets for farm machinery will be larger during the period of reconstruction than was the case under normal trade conditions is the contention of the general manager of a large Canadian plant, as given in "Industrial Canada." The export demand by Europe will be heavy, so that the implement industry in Canada should undergo expansion to meet this need.

Reviewing the labor and material situation in the implement industry of Canada during the war, this writer says: "Beginning in 1916 it became increasingly difficult to secure supplies of raw materials. In order to ensure adequate quantities of materials, it became necessary to provide for

needs for from six to eight months further in advance than usual. Concurrently a scarcity of labor became apparent, becoming more and more acute in the latter stages of the war. Besides being scarce, labor became restless, and was more transitory than under ordinary conditions. Advances in wages amounted to an average of between 60 and 70 per cent. The increases came more or less gradually, but the above advance would apply for the whole of the last two years. Prices of finished products were necessarily increased, by the much higher labor costs and the enhanced values of raw materials.

"With regard to the future, our supply of raw materials has al-

ready been secured for the whole of 1919, at the high prices that prevailed during 1918. Products for this year will therefore be somewhat more costly than they have been for the last twelve months. Materials are much easier to obtain, with the removal of import restrictions.

"Values of our products in 1919 will be five per cent higher than they have been during the past year, since the raw materials being used are more costly, and labor costs are unchanged at the high level that prevailed before the end of hostilities. The margin of profits will be constant with last year.

"The Canadian market for agricultural implements was practically normal during the war. The good harvest of 1915 in the Canadian West and the high

prices of grain for the three years following has fully maintained the purchasing power of the Canadian farmer."

The New International Thresher

The Hamilton Works of the International Harvester Co., Hamilton, Ont., recently completed an order for a number of 22 by 38 International separators. With the exception of a few experimental separators turned out at the Deering plant last season, this is the first real start in separator manufacture by the company. The Canadian plant is very enthusiastic about the finished product and is prepared to stand by the performance of the new machine in the field. The works at Hamilton are now in unique position of manufacturing a complete line of farm implements for handling the product of the farm, from the seeding operations to the threshing of grains and other products.

Dates for Western Canadian Exhibitions

The Western Canadian Fairs Association at their recent meeting decided upon the following dates for the 1919 exhibitions:

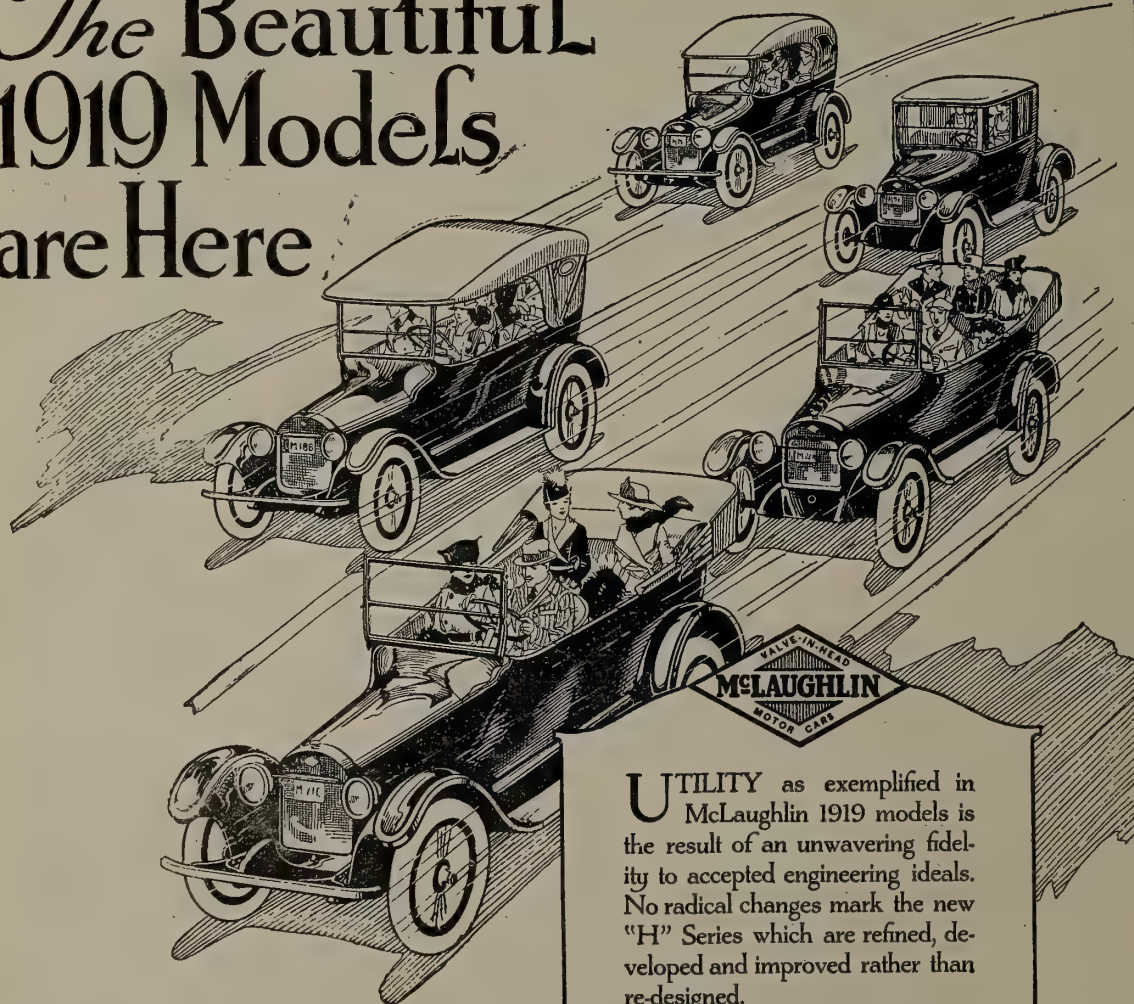
Class A	Date
Calgary	June 28-July 5
Edmonton	July 7-13
Saskatoon	July 14-19
Brandon	July 21-26
Regina	July 28-Aug. 2
Class B	
Weyburn	Aug. 5-7
Red Deer	July 12-16
Camrose	July 17-19
Lloydminster	July 21-23
North Battleford	July 24-26
Prince Albert	July 29 to Aug. 1
Yorkton	Aug. 5-8
Swift Current	Aug. 5-7
Medicine Hat	Aug. 11-14

Fairbanks Light and Power Plants

During February the Canadian Fairbanks-Morse Co., Ltd., Winnipeg, made a special exhibition of their type F. electric light and power plants. These plants not only supply light, but do the pumping, operate the washer, cream separator, etc. The plant consists of a kerosene engine, a generator, a switchboard and storage battery. It is designed to operate from thirty to fifty lamps.

Owing to the dissatisfaction which results from the use of inferior tractors, or "freak" machines, it is advisable for a dealer to concentrate his energies on a line which is a proven success.

The Beautiful 1919 Models are Here



MODELS ILLUSTRATED ARE:—

Master-Six H-Six-45 Special
 " " H-Six-45 Extra Special
 " " H-Six 49 California Top
 Light Six H-Six-63
 Light Six Coupé

UTILITY as exemplified in McLaughlin 1919 models is the result of an unwavering fidelity to accepted engineering ideals. No radical changes mark the new "H" Series which are refined, developed and improved rather than re-designed.

On the two chassis—Master Sixes and Light Sixes—are mounted various body designs in open and closed models comprising a car for every need.

The McLaughlin Motor Car Co., Limited
 OSHAWA, ONTARIO

Call and see the new McLaughlin models at the
 nearest McLaughlin Show Rooms



Demand is Making Great Opportunities

THE Farmers of Western Canada have declared war to the knife on the sow thistle and other noxious weeds that are over-running the whole country.

No machine has been so effective in ridding them of this pest as International No. 2 Cultivator. It is especially designed and built for summer-fallow work, and it cultivates clean.

It is light draft, running on high steel wheels with wide faced tires and removable bushings in the hubs. The frame is sturdy and durable, built of angle steel.

This machine is made in four sizes, 6, 7, 7½, 9 and 12-foot (tractor size).

With a Titan 10-20 Tractor and a 12-foot Cultivator, your customers can cultivate 35 to 40 acres per day and kill the weeds that now are choking their crops.

This International No. 2 Cultivator is a fine selling proposition. Place your order early and have a good stock on hand for the summer-fallowing season. Those weeds must be killed and this is the machine to do the work. See the blockman or write the branch house for particulars.

International Harvester Company of Canada, Limited

BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

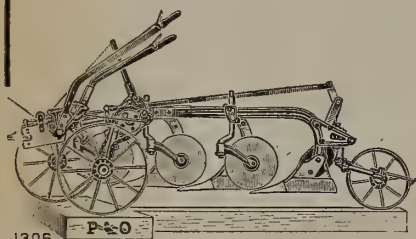
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

P & O

LIGHT DRAFT PLOWS

Walking, Wheeled Walking and Riding, and Tractor Plows—Mold-board and Disc. Drag and Disc Harrows. Tractor Tandem Disc Harrows. Corn and Cotton Planters, Listers, Cultivators, Stalk Cutters, Potato Diggers; in fact, "P & O" stands for a full line of tillage implements of field-proven merit. Seventy-six years of experience are hammered into every one of them. Every one of them has a field record for efficiency, simplicity, easy operation, lightness of draft, and great wearing qualities. Every one of them has been made to undergo most rigid field tests before it was considered worthy to bear the "P & O" Trademark, so that the trademark itself is a guarantee of quality.

P & O LITTLE GENIUS Tractor Plow



P & O Little Genius—Plows for light tractors—to thousands of farmers those two groups of words stand for the same idea. The P & O Little Genius was the first successful plow of its type, and we have kept it always several jumps ahead of the procession.

Positive power lift on all three wheels. Operator handles plow easily by means of trip rope. One operator for plow and tractor. Strong, heavy, full-throated beams. Great trash clearance under beams and between bottoms. Power lift raises bottoms sufficiently high to avoid all trash in turning at ends of field—it is not necessary to resort to levers for additional clearance. Pin-break hitch. Hitch adaptable to any tractor. Automatic re-treating levers. Perfect bottoms. Quick Detachable Shares. Plows can be raised by hand. Made in 2, 3 and 4 furrow sizes. Write now for folder: "P & O Little Genius Plows," or catalog: "P & O Tractor Plows."

PARLIN & ORENDORFF CO.
CANTON, ILL., U.S.A.

Hart Parr of Canada
LIMITED

Sales Agents for Canada
WINNIPEG REGINA SASKATOON CALGARY

Macpherson is Promoted

D. Macpherson, for some years office manager of the Winnipeg branch of the Massey-Harris Company, has been promoted to the position of office manager of the Ontario branch of the firm at Toronto, Ont. Mr. Macpherson left for Toronto on March 2. On Feb. 27 the management and staff of the Winnipeg branch, in bidding him God-speed, presented Mr. and Mrs. Macpherson with a handsome cabinet of silver testifying to the esteem in which both are held. Miss M. Bell read an appropriate address. Mr. Macpherson briefly replied, expressing his surprise and appreciation. C. H. Whitaker, manager, spoke on the loss the branch would sustain through this merited promotion, wishing Mr. Macpherson every success in the future.

Moline Tractors and Implements to be Handled in the West

The Stewart Sheaf Loader Co., Martin Ave., Winnipeg, announce that they have made arrangements with Willys-Overland, Limited, West Toronto, Ont., to distribute the Moline-Universal Tractor and the Moline line of tractor-drawn implements in Western Canada. The company also state that they have arranged with the Moline Plow Co., of Moline, Ill., to distribute the full line of Moline horse-drawn implements in the Canadian West.

Dealers throughout the West are well acquainted with the Moline line, as it was well and favorably known for years when the company had their own branches in Western Canada.

The Moline line of horse-drawn

implements includes corn planters, walking and riding cultivators in a variety of makes, disc cultivators, Economy disc harrows, walking and riding plows, Ad-riance binders, mowers, rakes, Monitor drills, manure spreaders in different types, wagons, farm trucks, disc plows, potato diggers, etc.

The Waterloo Catalog

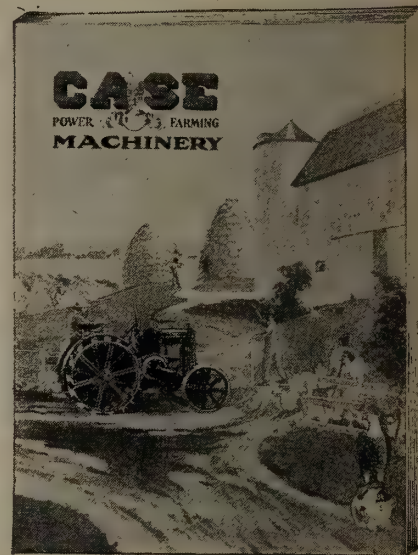
We recently received their 1919 catalog from the Waterloo Manufacturing Co., of Waterloo, Ont., this edition being expressly for the western head office at Portage la Prairie. This eighty-page publication very fully illustrates and describes the complete Waterloo line. In a frontispiece the factory at Waterloo is shown, and good engravings of the Western executives and salesmen.

The Waterloo special steam traction threshing and plowing engines are shown in all horse powers, and their boiler construction shown in fine sectional views. Combination threshing outfits and Waterloo "Champion" separators are dealt with in the next section, this famous separator being made in eight sizes.

Of exceptional interest to the dealer is the descriptive section covering the Heider tractors in 9-16 and 12-20 h.p. sizes, and the Rock Island plows. The company also handle portable engines, wind stackers, self-feeders, wagon loaders, registers, and a full line of threshers' supplies. This interesting catalog can be had by writing the Western head office at Portage la Prairie.

New J. I. Case T. M. Co., General Machinery Catalog

A copy of the 1919 edition of the General Machinery Catalog issued by the J. I. Case Threshing Machine Co., Racine Wis., has just been received by Canadian Farm Implements. The new book illustrates and describes the company's extensive line of power farming machinery. It contains 112 pages. It is probably the largest, and from all appearances, the most expensive farm machinery catalog published. The cover, which we reproduce, is



Cover Reproduction of the New Case Catalog

printed in five colors, and designed after a beautiful drawing, showing a threshing outfit arriving at a farm early in the morning to thresh out the golden grain.

Of more than passing interest are the pair of frontispieces which include a beautiful reproduction in colors of Millet's famous masterpiece, "The Gleaners." This shows the ancient harvesting methods. On opposite page appears a Case tractor cutting the golden grain—or modern harvesting methods. It is a piece of art worthy of preserving. The body stock of the book is of the highest grade enamel, on which appears an excellent illustration of different machines and parts.

The book is also profusely illustrated with interesting field scenes, together with pictures of the various machines in their natural colors. The company wants every implement dealer in the Dominion to ask for this fine book, which, by the way, is also a Racine product. A copy will be mailed to any interested party.

The practice of selling a few of the most necessary repair parts along with a new implement or tractor has much in its favor. Both the farmer and dealer may be saved a lot of inconvenience in this way.

JUMBO

GASOLINE ENGINES And FEED MILLS

Made in Sizes: 1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. Get the Agency.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Write Nearest Branch for Particulars

Manufactured by **Nelson Brothers Company**
SAGINAW, MICH., U.S.A.
Western Canadian Jobbers

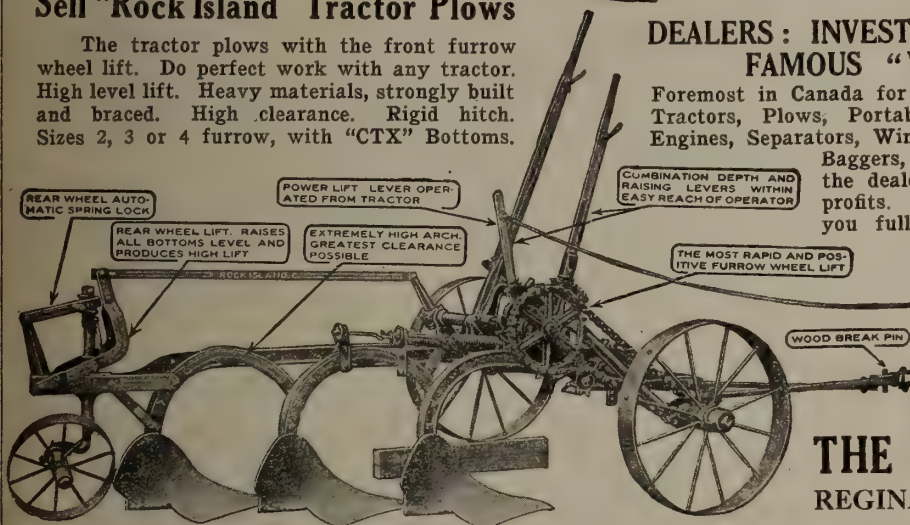
Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY



Sell "Rock Island" Tractor Plows

The tractor plows with the front furrow wheel lift. Do perfect work with any tractor. High level lift. Heavy materials, strongly built and braced. High clearance. Rigid hitch. Sizes 2, 3 or 4 furrow, with "CTX" Bottoms.



HEIDER TRACTORS Backed by 11 Years Field Work

Made in Two Sizes, 12-20 and 9-16 H. P. Have Patented Friction Drive, backed by 11 years success, giving seven speeds forward and reverse on one motor speed. Heavy duty 4-cyl. motor. Use gasoline or kerosene without carburetor changes. Give steady, dependable power for plow, or throttle down to just the right speed for a cream separator. The best tractor to sell in any territory.

"Waterloo" Champion Separators Assure Sales

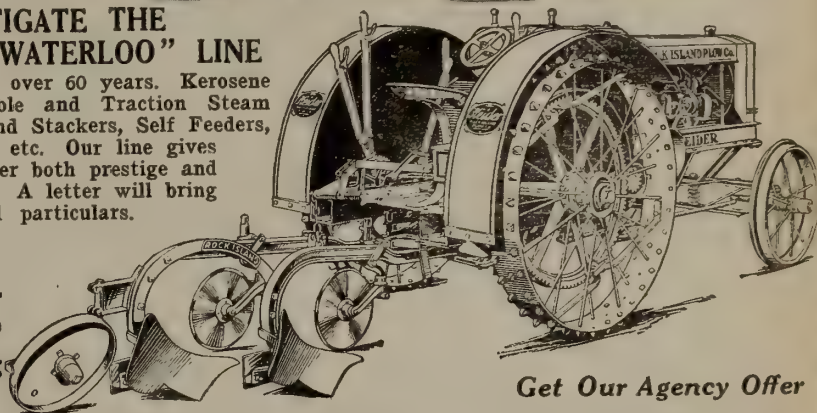
Grain savers for the farmer—money-makers for the dealer. Equipped with Feeder, Stacker, Wagon Loader and Register. Built in sizes: 20x36, 24x36, 24x42, 28x42, 33x52, 36x56 and 40x62 inches.



ASK FOR OUR CATALOGUE

DEALERS: INVESTIGATE THE FAMOUS "WATERLOO" LINE

Foremost in Canada for over 60 years. Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Self Feeders, Baggers, etc. Our line gives the dealer both prestige and profits. A letter will bring you full particulars.



Get Our Agency Offer

THE WATERLOO MANUFACTURING CO. LTD.
REGINA PORTAGE LA PRAIRIE SASKATOON

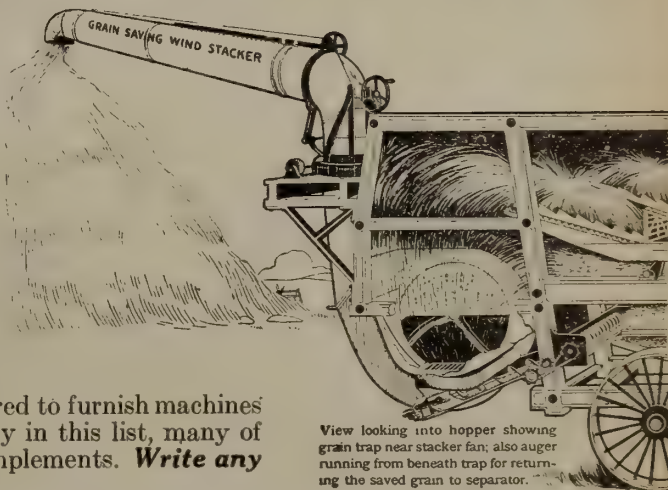
THE GRAIN-SAVING STACKER

"I FOUND the following saving with the Grain-Saving Stacker: Wheat, 10 bushels to every 1000 bushels threshed; oats, 25 bushels to the 1000; barley, 15 bushels to the 1000."—Report of F. L. Kennard, Agronomist, University of Minnesota.

The Grain-Saving Stacker is the ordinary gearless wind stacker *with the most important improvement since wind stacking came into use.* The device in the hopper saves the grain which otherwise goes to the stack and is wasted. It has saved many thousands of bushels—an enormous gain, at prevailing prices. Under even average conditions it will

Save Enough Grain to Pay the Threshing Bill

The manufacturers of America's standard threshing machines named below are prepared to furnish machines equipped with the *Grain-Saving Stacker*. Full information will be given you by any in this list, many of whom you will recognise as the manufacturers of the best-known tractors and farm implements. *Write any of these for descriptive circular.*



View looking into hopper showing grain trap near stacker fan; also auger running from beneath trap for returning the saved grain to separator.

List of Manufacturers

United States

Aultman & Taylor Machinery Co., Mansfield, O.
Avery Company, Peoria, Ill.
A. D. Baker Company, Swanton, O.
Banting Manufacturing Company, Toledo, O.
Batavia Machine Company, Batavia, N.Y.
Buffalo Pitts Company, Buffalo, N.Y.
Cape Mfg. Co., Cape Girardeau, Mo.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Company, St. Johnsville, N.Y.
Ellis-Keystone Agricultural Works, Pottstown, Pa.
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Ill.
A. B. Farquhar Co., York, Pa.

Frick Company, Waynesboro, Pa.
Harrison Machine Works, Belleville, Ill.
Huber Mfg. Company, Marion, O.
Keck-Gonnerman Company, Mt. Vernon, Ind.
Minneapolis Threshing Machine Company, Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Mich.
The Russell & Company, Massillon, O.
Russell Wind Stacker Company, Indianapolis, Ind.
Sawyer-Massey Co., Ltd., (U.S. Agency) Moline, Ill.
Swayne, Robinson & Company, Richmond, Ind.
The Westinghouse Co., Schenectady, N.Y.

Canada

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
Ernst Bros. Co., Ltd., Mt. Forest, Ont.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ont.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Co., Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Sussex Mfg. Co., Ltd., Sussex, N.B.
Waterloo Mfg. Company, Ltd., Waterloo, Ont.
R. Watt Machine Works, Ridgeway, Ont.
George White & Sons Co., Ltd., London, Ont.

The Grain-Saving Device Originated with the Indiana Manufacturing Company, Indianapolis, Ind., Who Also Originated the Wind Stacker

De Laval Organization Held Annual Conference

From February 3rd to 6th the travelling superintendents of the De Laval Company, manufacturers of the De Laval separator, held their annual conference in Winnipeg. The sessions during the convention were held in the Fort Garry Hotel in this city, the following superintendents being in attendance:

W. J. Forsyth, Neepawa; R. A. Govenlock, Rosetown; C. J. Harden, Lethbridge; Alex. MacPhail, Winnipeg; W. G. MacPhail, Brandon; George Marquis, Regina; G. F. Mitchell, Moose Jaw; E. L. Orser, Winnipeg; W. J. Postlethwaite, Regina; W. F. Rundle, North Battleford; H. R. Shortreed, Edmonton; J. M. Silversides, Calgary; and W. A. Wilson, Saskatoon.

For the convention a splendid program was arranged by Neil Dow, assistant manager of the Winnipeg branch, and J. H. Silversides, sales manager. The smooth and expeditious way in which the various topics were dealt with was largely due to the efforts of these gentlemen. Each day of the convention dinner was served at the Fort Garry, and on the closing evening an excellent entertainment program was given.

Some of the important matters dealt with during the convention were: Organization, under the separate heads. (a) The selection of an agent; (b) What an inactive or dead agent costs the



F. J. WEED
Winnipeg Manager of the De Laval Company.

company; (c) Why agents are inactive; (d) Equipping a new agent for business.

The question of sales brought out discussion on the consign-

ment vs. the quantity cash contract; the practicability of changing the agent's estimate to an actual order; field troubles; the 1919 outlook, etc. Systems of advertising for the dealer formed a most interesting session, follow-up systems, calendars, newspaper advertising, signs, oil sales, and the sale of spare parts being discussed. The question drawer was also a most educative feature. Two sessions were devoted to matters connected with collections, and the silo and engine trade was also dealt with in two very interesting sessions. The question of farm lighting plants was fully gone into, and the new De Laval milker was thoroughly discussed by those present.

On the 6th a very complete demonstration of separators, engines, lighting plants and milking machines was held at the warehouse on James St., and on the same evening L. A. Gibson, Dairy Commissioner for Manitoba, addressed the meeting on the responsibility of the De Laval superintendents in relation to the dairy industry. An address on "The Psychology of Salesmanship" was also given by J. W. Hillhouse, of the Crescent Creamery Co., Winnipeg. The superintendents have returned to their various territories full of pep and

enthusiasm, and consider that the 1919 convention was the best yet held.

New Eastern Canadian Manager

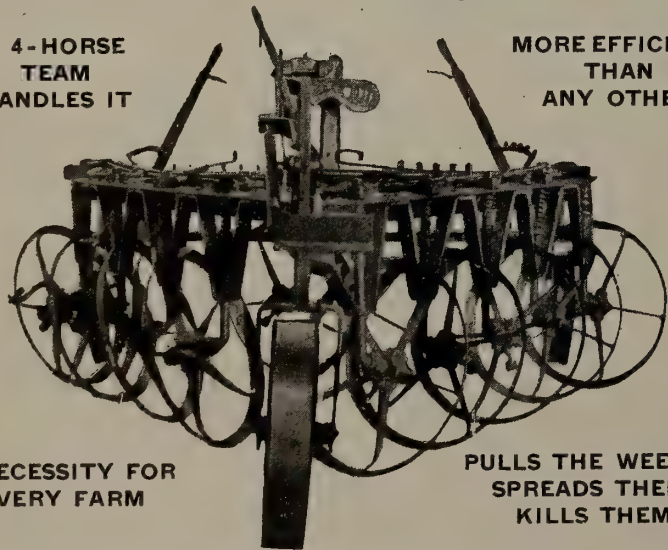
W. P. Messenie has been appointed manager of the tractor department of the R. A. Lister & Company (Canada), to succeed V. P. Scott, who recently became tractor manager of the Willys-Overland Co., Toronto, Canadian distributors of the Moline Universal tractor. Mr. Messenie joined the forces of R. A. Lister & Company six years ago, after a number of years' experience in selling contractors' machinery, during which he visited South America and the West Indies. Since joining R. A. Lister & Company, he opened the Quebec branch for them, which was the first branch the company had in the Province of Quebec, and later was made manager of the Montreal branch, which position he occupied until his recent appointment. Mr. Messenie will take over the management of the Avery tractor department for the Eastern Canadian territory controlled by the Lister Company, namely, Ontario, Quebec and the Maritime Provinces.

A business succeeds only as it serves.

A Death Sentence on Weeds The "New Era" Rotary Cultivator

A 4-HORSE
TEAM
HANDLES IT

MORE EFFICIENT
THAN
ANY OTHER



A NECESSITY FOR
EVERY FARM

PULLS THE WEEDS—
SPREADS THEM,
KILLS THEM

Many existing types of cultivators and disc harrows do not pull the weeds and spread them so that the sun and air may destroy them. Too often the noxious crop robbers are buried, and again allowed to take root.

The New Era Rotary Cultivator has fully proven its efficiency on the dirtiest soil to kill such pests as the Sow Thistle, Quack Grass, etc. It pulls out the weeds without clogging—spreads them on the surface so that the sun and air effectively kills them. They are adjustable to any angle by conveniently placed levers. The cultivator can be raised and lowered to any desired depth to perfectly clean the land and give a good mulch for conserving the moisture. The blades are easily removed for sharpening. Each blade is mounted on a spring frame so that it can, individually, rise over any obstacle, such as a stone or stump.

There is going to be an enormous demand for this machine. It is the cultivator that farmers have waited for. Progressive dealers should secure territory NOW. Write us at once for literature and our liberal offer. Address:

Stewart Sheaf Loader Co., Limited

MANUFACTURERS

470 MARTIN AVENUE : : : : WINNIPEG, MAN.

Shinn-Flat

Every progressive dealer in Canada will want the 1919 Contract for Shinn-Flat Lightning Conductors.

Shinn-Flat is recognized all over North America as the most scientific system of Lightning Protection ever devised, having 36 per cent more conducting surface than the same amount of material woven in the form of round cable.

It is the system that has been recommended by such authorities as Sir Oliver Lodge of England, the U.S. Weather Bureau, Dr. Steinmetz of the General Electric Company, etc.

It is the easiest selling Lightning Rod on the market, because of its many superior and exclusive advantages. Our Canadian business has increased tremendously during the past two years.

Write for Booklet and Full Information

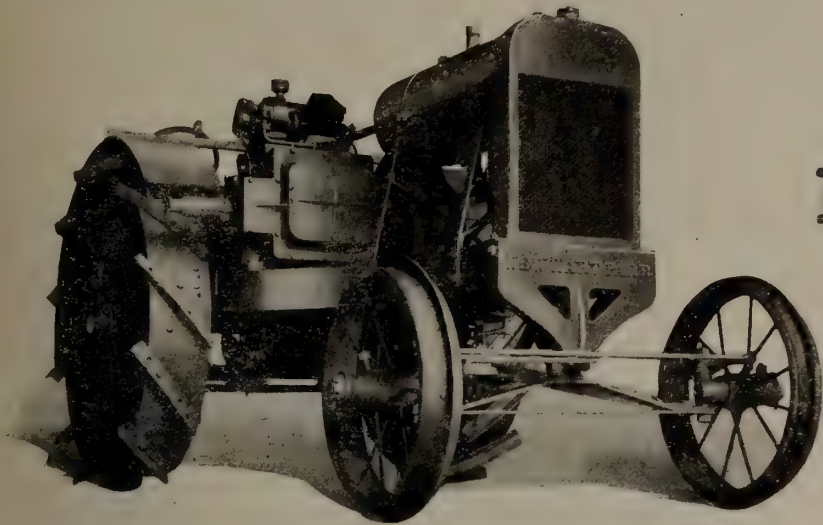
Cushman Motor Works
Of Canada, Limited

DISTRIBUTORS

Whyte Ave. and Vine St. WINNIPEG, MAN



Lightning Can't Strike IF Shinn Gets There First



The New
HART-PARR

**Wins in Field
of 22 Tractors**

At the first big demonstration of 1919, held at Columbus, Ohio, under the direction of the Ohio State University, the New Hart-Parr was officially credited with producing 37½ horse-power—5 horse-power more than any other three-plow tractor in the field. In the fuel economy test the New Hart-Parr had but one close competitor.

Make and Size	Kind of Fuel	Revolutions Per Minute	Price	Horse Pr. Developed	Fuel Cost per H.P. Hour
HART-PARR . . . -30	Kerosene	750	\$1395.00	37.5	.0150
Avery 12-25	"	450	1270.00	18.3	.0178
Avery 8-16	Withdrawn				
Aultman-Taylor 15-30	Kerosene	900	2300.00	33.4	.0221
Case 10-18	"	1050	1200.00	19.8	.0173
Case 15-27	"	900	1600.00	27.7	.0166
Cleveland . . . 12-20	Gasoline	1400	1585.00	19.2	.0392
Elgin 12-25	Kerosene	950	1385.00	19.2	.0159
Emerson 12-20	"	900	1455.00	24.7	.0219
Frick 12-25	"	900	1650.00	24.5	.0163
Fordson 11-22	"	1000	895.00	21.4	.0177
Huber 12-25	"	1000	1385.00	28.3	.0195
I H C 15-30	"	575	2000.00	35.0	.0216
Moline 9-18	Gasoline	350	1575.00	28.7	.0373
Pt. Huron . . . 12-25	Kerosene	900	1600.00	14.4	.0343
Rumley 12-20	"	560	1700.00	25.5	.0154
Russell 20-40	"	825	3000.00	31.6	.0254
Shelby 9-18	Gasoline	1100	1250.00	18.6	.0493
Steel Mule . . . 12-20	Kerosene	900	1875.00	21.4	.0183
Titan 10-20	"	500	1260.00	24.1	.0150
Waterloo Boy . . 12-25	"	750	1350.00	21.2	.0158
Wallace Cub . . 15-25	Gasoline	850	1600.00	31.8	.0286

(Above data copied from Farm Implement News of Feb. 6, 1919.)

- Specifications**
- POWER**—Pulls three plows. 30 H.P. on belt. Tested at the last National Plowing Demonstration at Salina, Kansas, developed over 31 H.P. at 732 R.P.M.
- MOTOR**—2 cylinder twin, 4 cycle. Valve in head. 750 R.P.M.
- TRACTOR FRAME**—Cast steel, one piece. No bend, no twist.
- CARBURETOR**—New Dray kerosene shunt.
- BEARINGS**—S.K.F. and Hyatt.
- SPEEDS**—Two forward; one reverse.
- TRANSMISSION**—Selective sliding gear.
- COOLING DEVICE**—Honeycomb radiator—shaft driven pump and fan.
- LUBRICATION**—Fresh oil—force feed.
- WEIGHT**—5,158 pounds
- PRICE**—\$1,395 f.o.b. factory

Average cost per developed horse-power of other 20 tractors completing test	\$65.33 per H.P.
Cost per developed horse-power of the New Hart-Parr	37.20 per H.P.
Average fuel cost of all others completing test	.0233 per H.P.
Fuel cost of the New Hart-Parr	.0150 per H.P.
Average developed H.P. of all other 3-plow tractors	24.3 H.P.
Developed horse-power of the New Hart-Parr	37.5 H.P.
Average reserve power developed by other 3-plow tractors on maximum load test	0.84 H.P.
Reserve power developed by New Hart-Parr, maximum load test	7.50 H.P.

Write to-day for full information

Hart-Parr Company,
Founders of the Tractor Industry

736 Lawler Street
Charles City, Ia.
Hart-Parr of Canada, Ltd., Winnipeg, Regina and Calgary

The Line of Draft

In considering draft, if we take, for example, a tractor 60 inches wide and with two rear drivers. The line of pull of such a machine is midway between the wheels. If the machine is used for plowing the right-hand edge of the right driver will run six inches from the edge of the last furrow plowed. This will throw the line of pull thirty-six inches from the edge of the furrow. If two fourteen-inch plows are used, the line of draft will be nineteen inches from the edge of the furrow and there will be an offset of seven inches.

If the plows are hitched to the middle of the tractor drawbar, there will be a constant side pull on the plows tending to draw them farther into the unplowed land. This may be overcome by the furrow wheels, but it will throw a tremendous strain on the wheel axles and upon the frame of the plow. The plows will pull much harder. If the plows are hitched seventeen inches to the right of the middle of the engine drawbar, there will be a constant tendency to pull the engine out of its course. The front of the tractor will be pulled toward the plowed ground, and to overcome this tendency the front wheels

will have to be held toward the left all the time.

The following table shows the distance from the edge of the last furrow for fourteen-inch gang plows. From this it is easy to determine the amount of offset for any tractor and the probable effect of side draft:

Number of 14-inch Bottoms	Distance From edge of Furrow to Line of Draft
One bottom	12 inches
Two bottoms	19 inches
Three bottoms	26 inches
Four bottoms	33 inches
Five bottoms	40 inches

Bissell Company Expanding

The T. E. Bissell Company, of Elora, Ont., having found their present manufacturing premises inadequate, have entered into an arrangement with the town of Ingersoll, by which they will occupy a part of the Noxon factory of that town, along with the Ingersoll File Works. The Corporation of Ingersoll passed a by-law, which was ratified by the rate-payers of the municipality, leasing the factory for \$4,200 a year, and at the same time authorizing them to sub-lease the factory at a nominal rental.

The Bissell Company have for some time found themselves un-

able to supply their present trade connections with all the disk harrows required, and increased facilities became imperative. At the present time the company is running a night shift at the Elora plant in so far as factory facilities and the skilled help available will permit. Bissell harrows are handled in Western Canada by the John Deere Plow Co., Ltd.

Separator Display Profitable

In discussing the importance of a good display of cream separators on the dealers' floor at this season, the De Laval Monthly points out that in some cases it may be impossible for the dealer to get out in the country. He can, however, do much to increase the separator demand by an attractive display.

The separators should have a very prominent place in the agent's place of business, should be cleaned, in good shape and oiled, and ready to show to a customer at a moment's notice. There are a great many live and up-to-the-minute agents who sell a large number of machines without even going out in the country. It just needs a little enthusiasm on the part of the agent for him to sell a separator to the dairyman who has an old machine that

is not working right, but who has not given much thought or study toward the purchase of a new one.

There has never been a time in the history of the dairy business when butter-fat prices were so high as now, and there never has been a time when every farmer milking more than two cows stood more in need of a cream separator that will save every ounce of butter-fat.

Advance-Rumely Did Well

During 1918 the Advance-Rumely Company, Laporte, Ind., enjoyed the most prosperous year in its history, it being estimated that the balance available for dividends on the \$12,500,000 of 6 per cent cumulative preferred stock, after all charges, including war taxes, will approximate \$1,300,000, which is equivalent to 10.4 per cent on the senior issue, against 4.4 per cent earned in 1917.

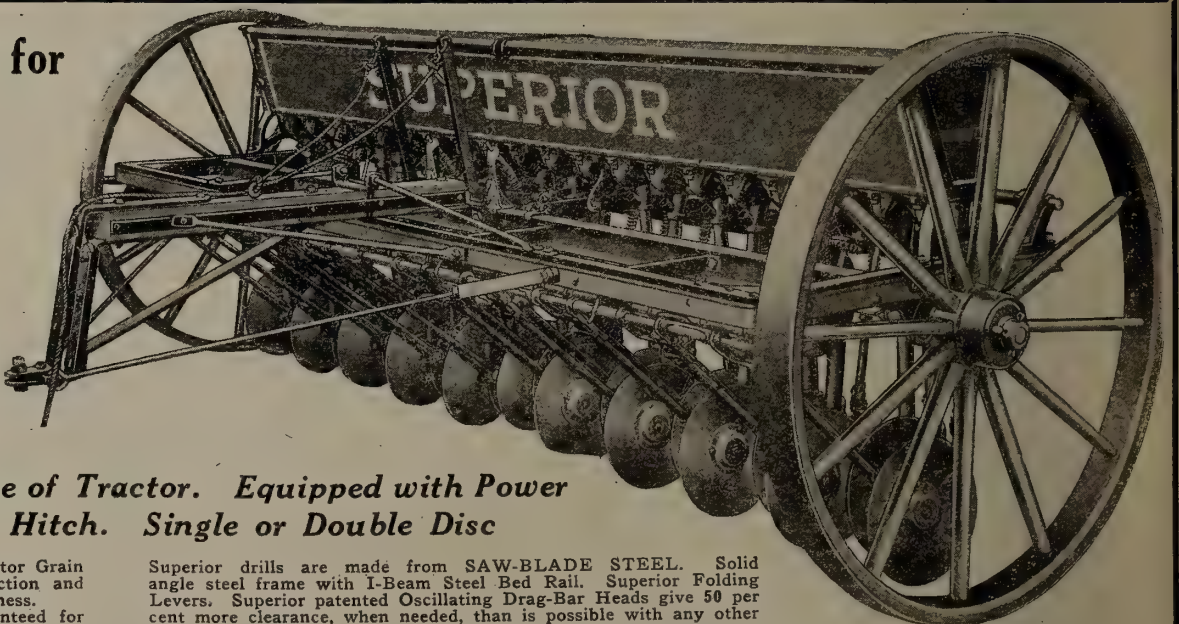
The successful dealer is the dealer who renders the greatest service to his patrons. This is the dealer who is in the business to stay, who makes a reasonable profit on his business and who does not mind telling the farmer that fact.

Dealers: We are Distributors for

SUPERIOR

Grain Drills

For Team or Tractor



Can be used with any size or make of Tractor. Equipped with Power Lift and Adjustable Tractor Hitch. Single or Double Disc

The Superior is the only REAL POWER LIFT Tractor Grain Drill in Canada with a reputation for quality, construction and accuracy in seeding that ensures the dealer profitable business.

Superior single and double disc bearings are guaranteed for the life of the drill. The Superior double-run force grain feed positively sows out the last seed.

Superior drills have Steel Telescoping Grain Tubes that will not kink, stretch or break under the hardest service. The disks on

Superior drills are made from SAW-BLADE STEEL. Solid angle steel frame with I-Beam Steel Bed Rail. Superior Folding Levers. Superior patented Oscillating Drag-Bar Heads give 50 per cent more clearance, when needed, than is possible with any other drill.

The POWER LIFT (see illustration) is operated from the Tractor seat. It automatically raises or lowers the furrow openers by means of a small rope. Furrow openers can be raised or lowered while the machine is in motion.



Power Lift for Raising or Lowering Discs, Operated from Tractor Seat

Get the Agency.

Write to-day for Catalog and Prices

Superior Grain Drills distribute the seed evenly at a uniform depth, and give every kernel an even chance of moisture and perfect germination. They assure the farmer an even stand and a full harvest. Every Superior Drill sold sells another.

WE ARE EXCLUSIVE DISTRIBUTORS FOR:

NEW HART-PARR 3-Plow Tractors. "MONEY-MAKER" Threshers

P & O Tractor Plows and Tillage Implements

HART-PARR OF CANADA, LIMITED

WINNIPEG

REGINA

CALGARY

SASKATOON

EDMONTON

Tractor Demonstrations in the United States

The tractor and thresher department of the U. S. National Implement and Vehicle Association have sanctioned two tractor demonstrations for the coming season. One is to be held at Macon, Ga., March 11, 12 and 13; the other at Walla Walla, Wash., April 23, 24 and 25.

The association will have no part in the management of these demonstrations, but both of the local organizations have engaged as demonstration manager A. E. Hildebrand, who has successfully managed all the big national demonstrations in the United States.

The demonstration committee has not yet selected the location for the big national demonstration, which is to be held during the coming summer under the direction of the National Implement and Vehicle Association.

Automobiles Advanced More Than Implements

While the prices of farm implements have of necessity been advanced, the automobile industry, in a like period of time, made considerably greater advances in the price of the finished product. In the period of 1915-1918, for example, the price of farm tractors advanced approximately 46 per cent. Considering the average advance made by ten of the most popular makes of automobiles in this period, the figures show as 62 per cent. These automobiles include both high-priced, medium-priced and low-priced cars, and include the two makes of cars produced in greater quantities than all others. These advances run from 31 to 80 per cent. In many cases the U. S. automobile people between July and November, 1918, because of the action of the U.S. government in cutting off production, made advances on their product ranging from \$100 to \$450 per car.

Union Bank Had Prosperous Year

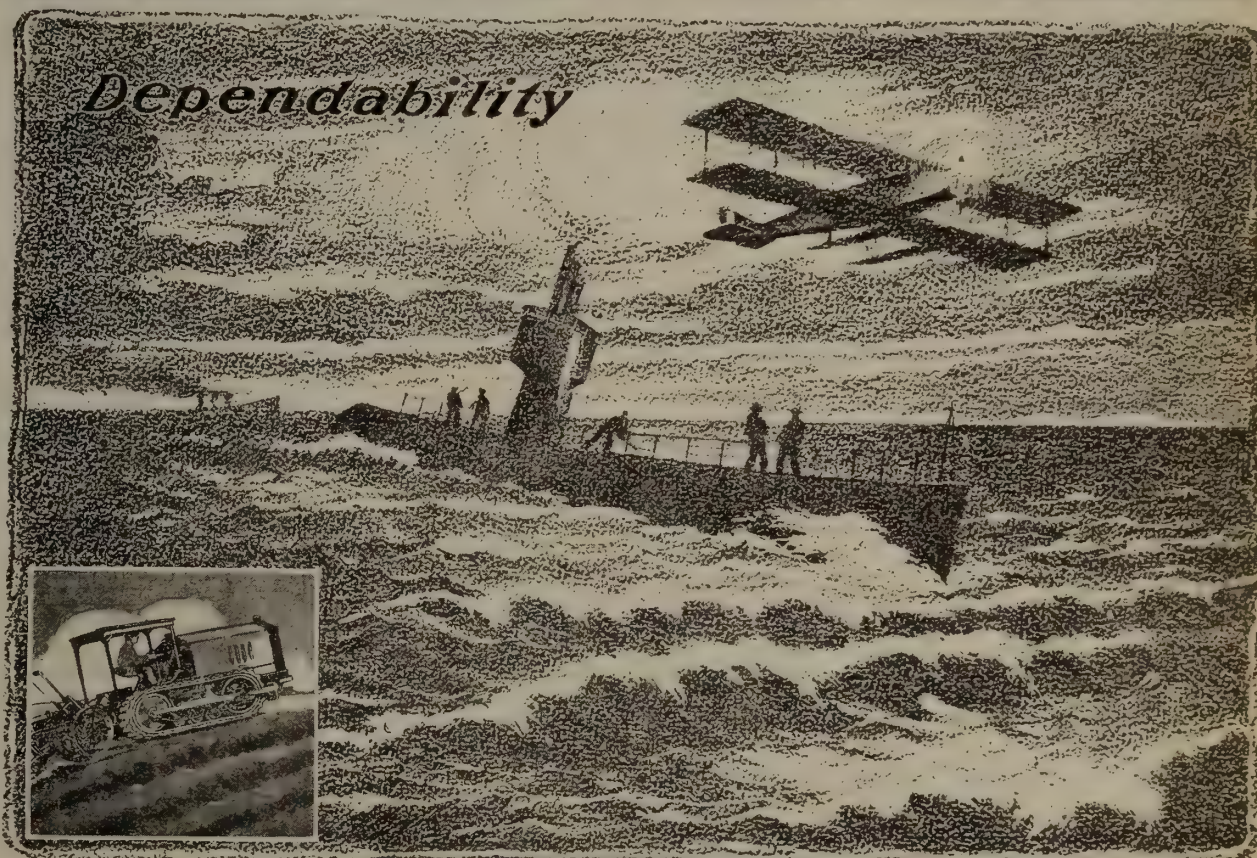
With profits of \$824,174, the Union Bank of Canada closed the most prosperous year in its history on November 30th, 1918. Profits for 1916 were \$651,183, and for 1917, \$763,464, so that the 1918 showing continued the steady forward progress that has characterized the bank's business of recent years. With a balance brought forward of \$106,624, there was a total available for distribution of \$930,798. From this sum \$450,000, or slightly less than half, was disbursed in dividends; \$200,-

000 was placed to the credit of the reserve, bringing that item up to \$3,600,000, and other payments were made sufficient to leave a balance of \$126,298. Deposits expanded during the year from \$117,876,962 to \$127,242,698, or by nearly ten millions. Current loans in Canada grew from \$58,791,493 to \$74,021,028, or by more than fifteen millions. This is considered very satisfactory.

The Bethlehem Tractor

The Bethlehem Motors, Ltd., of Allentown, Pa., have developed a new tractor which was on exhibit at the Kansas City Show. The machine is powered by a 42½ h.p. valve-in-head motor, 4¾ by 6-inch stroke, using kerosene. Draw-bar horse power is rated at 18, while 36 horse power is provided for belt work. Four

14-inch plows are practical under all other ordinary conditions, say the makers, while there is ample power to operate a 28 by 46 thresher. Formal draw-bar pull is 3,100 pounds. It is estimated that 65 per cent of the total weight of this tractor is carried on the two rear drive wheels. The machine is 144 inches long, 73 inches wide, 67 inches high, and weighs 6,200 pounds.



THE dependability of every engine—every engine—is the dependability of its carburetor. And in the best tractors, where dependability is an essential, the KINGSTON carburetor is in almost universal use. The dealer who handles KINGSTON equipped carburetors knows that he is selling not only power, but the continued use of power.

He knows that a good engine with a KINGSTON carburetor will prove a good engine day in and day out, in all sorts of conditions, under all sorts of strains.

The KINGSTON is not adapted for the use of tractors—it is *made* for them. It is built with the single eye to its usefulness in the tractor field. It

is found on most of the tractors in America, and it is giving results because it is a *real tractor carburetor*.

Let us tell you why the great tractor manufacturers of America adopted the KINGSTON. Let us explain why you should look for the KINGSTON carburetor on the tractors that you sell.

Write for the Booklet that Tells

Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street

Machine Shop to Two Million Dollar Factory

Remarkable Growth of the Lauson Plant

Few concerns have a more interesting history and growth than that of The John Lauson Mfg. Co. of New Holstein, Wis., builders of the Lauson Full Jeweled Kerosene Tractors and Frost King and Lauson engines.

Little did John Lauson think he



JOHN LAUSON.

President, John Lauson Mfg. Co.

was laying the foundation for one of the leading tractor factories in the United States when, about 1880, he erected a small machine shop with a windmill as motive power. This shop was completely destroyed by fire. Not to be discouraged by misfortune, Mr. Lauson rebuilt.

Soon an addition was made to the shop and Mr. Lauson began manufacturing marine and stationary boilers. This business was hardly under way when a disastrous fire again reduced the shop to ashes. An ordinary man would have been discouraged, but Mr. Lauson, showing a persistency which has marked his

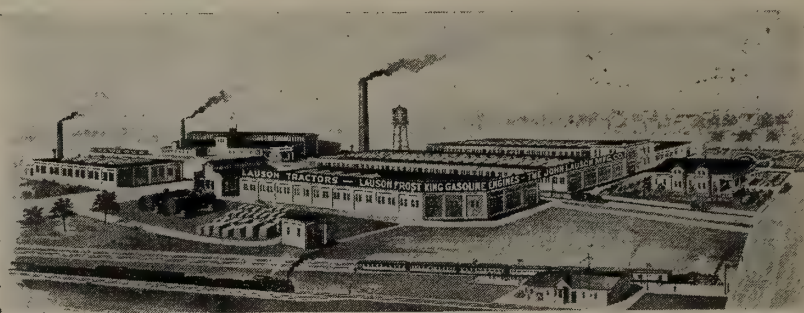


G. M. MATSON.

Vice-Pres. and Gen. Sales Manager.

complete career, rebuilt for the second time. Entering into the boiler business with renewed energy, the business rapidly expanded, and by 1893, twenty-five men were employed in the shop. Many of these marine boilers were installed in ships plying the Great Lakes, and some of them are in operation at that date, speaking well for the quality of workmanship.

Another one of the products



Factory at Present Day.

View of the Lauson Factories at New Holstein, Wis.

manufactured was the double cylinder tractor engine known as the "Uncle Sam," which was successful, and enjoyed a good sale in its day.

During the year of 1898 The John Lauson Mfg. Co. was organized, and incorporated in 1899. At this time H. D. Lauson joined his brother in business, act-

back, and it is now on display at the Lauson plant.

During 1896 H. N. Edens, designer of the Lauson Full Jeweled Tractor, went to work in the Lauson shop as an apprentice at seventy-five cents a day. He was a very studious young man with a mechanical turn of mind. Night study of technical books, and being naturally of an inventive turn of mind, tells the story. He is now factory manager.

H. C. Thiessen joined the firm in 1898, also taking an apprentice course. His ability was quickly recognized, and he is now factory

superintendent of the plant.

G. M. Matson secured a position with the firm in 1904 as stenographer and bookkeeper. Shortly after he developed the faculty of selling engines in large numbers, which led to his being appointed sales manager.

In the meantime, says the president in an interview, the



The Lauson Factory Back in 1884.

ing as secretary-treasurer and general manager. H. D. Lauson was formerly associated with the Esterly Harvester & Machy. Co. and the J. J. Norman Co., engine manufacturers, both of Chicago.

Shortly after assuming his new duties he designed the first Lauson gasoline engine — an engine of 4 h.p. This engine was in constant use until about three years ago, when the company had an opportunity to purchase it

high quality of engines manufactured soon became generally known. The business which followed made it necessary to increase the size of the factory numerous times. In 1908 Mr. Matson, Mr. Edens and Mr. Thiessen became interested in the firm, Mr. Matson being elected vice-president.

As early as 1910 the Lauson factory commenced building and experimenting with gasoline and

kerosene tractors. Production was commenced in quantities in 1916. There has been little change in the design of the Lauson Full Jeweled Tractor, say the manufacturers. Mechanical refinements have been added from time to time, such as the enclosing of all gears in dust-proof housing and running them in oil, the full jewel movement consisting of twenty-four Hyatt and Timken roller and ball bearings, and the Christiansen self-starter.

The John Lauson Mfg. Co. now



H. D. LAUSON.

Secy.-Treas. and Manager.

employ over 500 men, having one of the most modern and up-to-date plants in the United States. Power is supplied by electricity, generated by three 100 h.p. heavy duty Lauson kerosene engines. The factory grounds are beautifully laid out—green lawns and office buildings of Grecian architecture greatly enhance its appearance. The increasing volume of business on Lauson engines and tractors makes it necessary to again increase the capacity of the plant, and over \$100,000.00 will be spent this year in enlarging and improving the factory.



H. N. EDENS.

Factory Manager and Chief Engineer.

The LAUSON 15-25

**DUST PROOF
ALL GEARS ENCLOSED**



THE evolution of farm power from the ox team of the early settler to the tractor of the modern farmer has taken place within the last eighty years.

Since the introduction of the first tractor, there has been constant evolution within the industry itself, the final manifestation of which is that powerful, economical, efficient farm power unit, the Lawson "Full Jewel" Tractor.

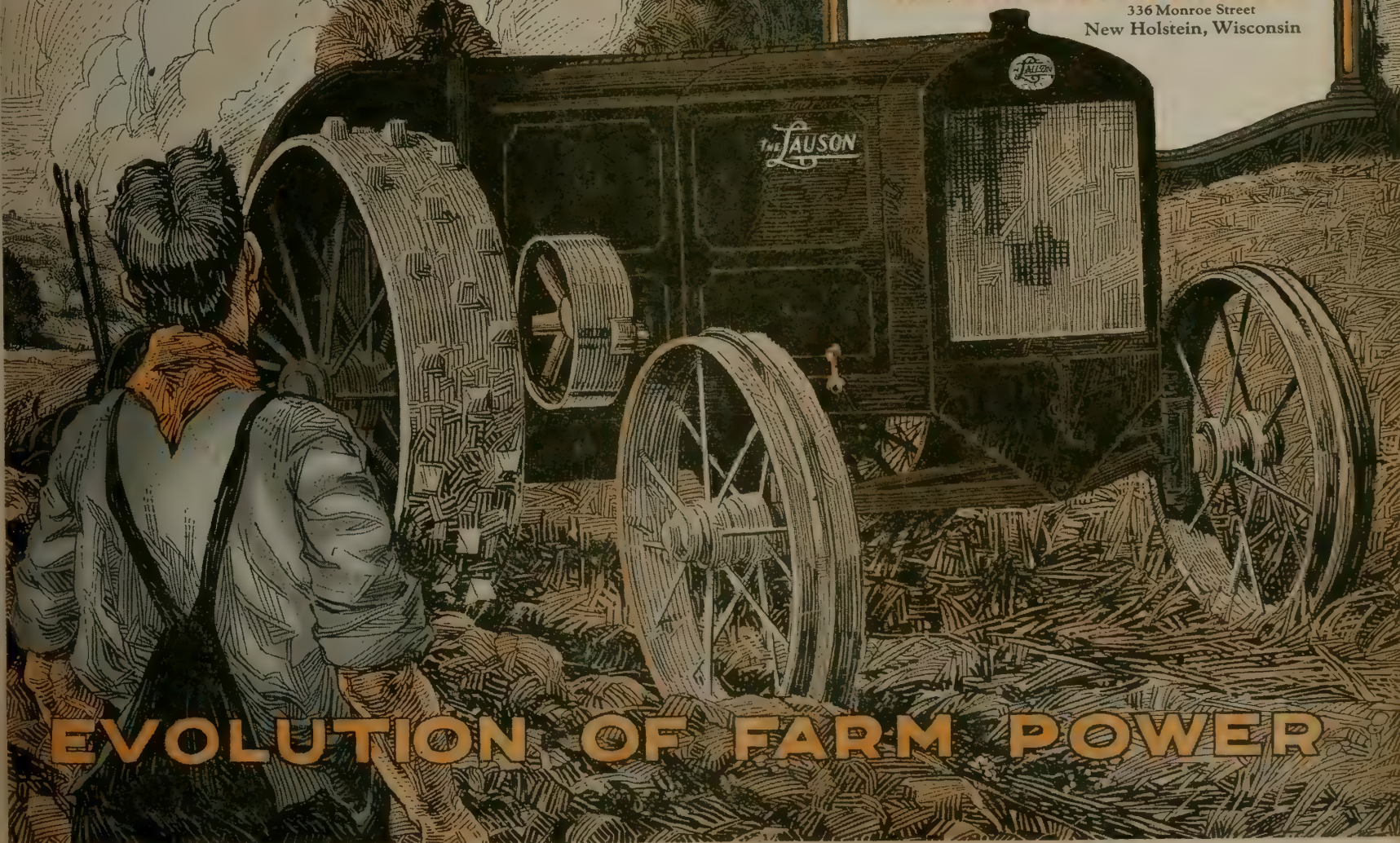
In this tractor are combined all the features that make for tractor perfection. Experts who are "tractor wise" regard the Lawson as the pattern tractor—the standard of the tractor industry.

In the following pages we give some of the vital construction details which go to build up Lawson quality. They indicate the necessary features you should look for when judging tractor worth and capacity.

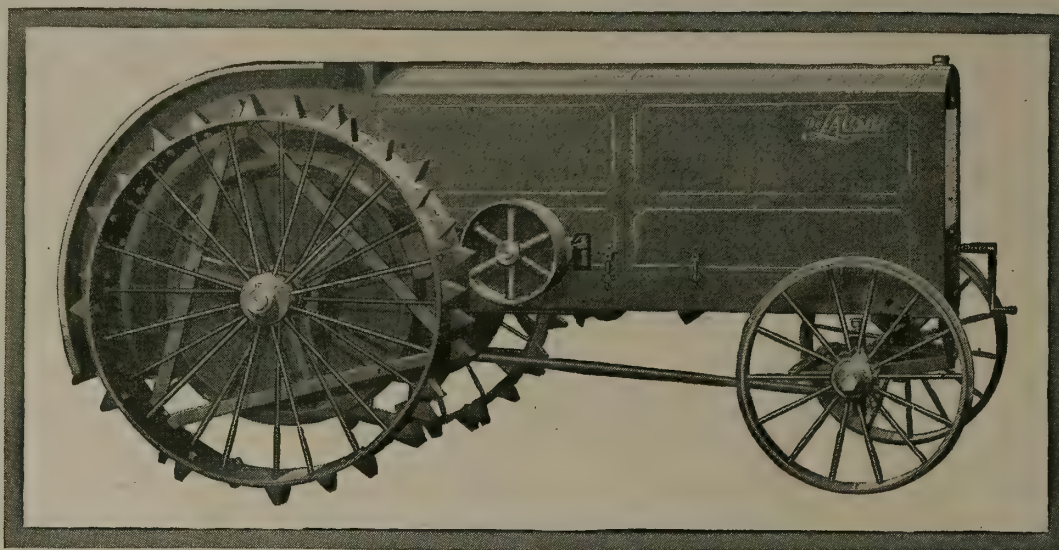
Owing to increased production, we are ready to consider connections with high grade dealers in territory where we are not now represented. If, after a study of the following pages, you believe you can qualify for the Lawson organization, write to us for particulars. We have a powerful co-operative sales plan to assist you.

THE LAUSON TRACTOR CO.

336 Monroe Street
New Holstein, Wisconsin



EVOLUTION OF FARM POWER



THE LAUSON is known as the Pattern Tractor. This is not a title which we, the manufacturers, have taken ourselves. But, like all titles worth while, it is a title that has been given us by the people who know Lauson worth and Lauson sterling quality—in other words, by Lauson users and tractor experts.

The reason for the term "Pattern Tractor" is that the Lauson has won the position where it is regarded as a pattern for the tractor industry, the machine which serves as a standard and model for other manufacturers to build to.

The prominent position of the Lauson in the tractor field was not gained over night, but came as the result of thorough understanding of tractor requirements, strict adherence to high standards of construction, and more than 23 years' farm engine manufacturing experience.

Into the Lauson Tractor have been incorporated all those features which actual experience and engineering ability have demonstrated as necessary to render the maximum of service under the most exacting conditions. In actual service on farms in every part of the country—from the wheat fields of Northern Canada to the Everglades of Florida, in the rough foot hills of the Alleghanies and the "adobe" of California—the Lauson has proven equal to every task upon which a tractor can be called to perform. It gives the farmer a farm power unit

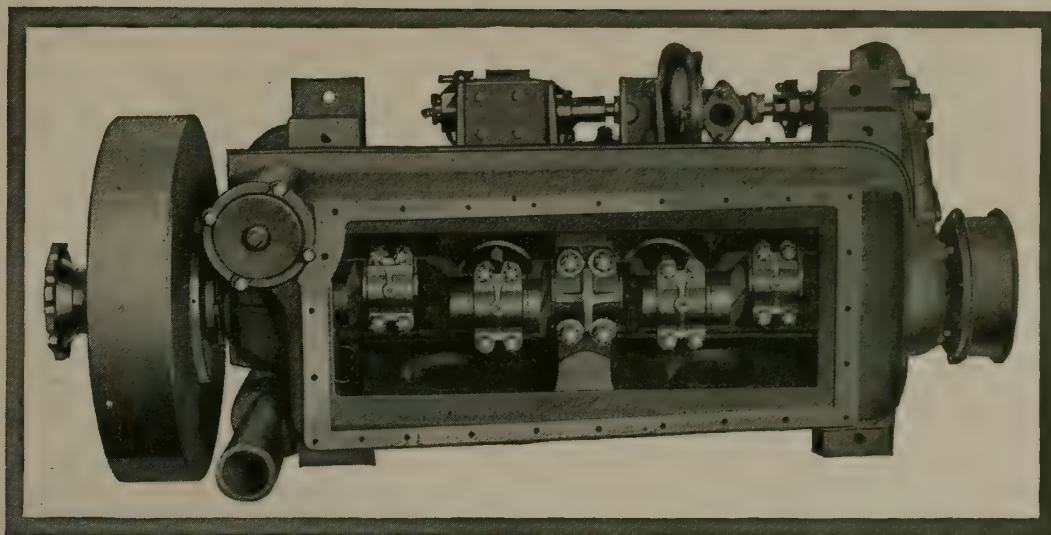
which does all his power work, either in the field or at the belt—and does it efficiently, reliably and economically.

The Lauson is "Full Jewel" like a full jewel watch, having 24 Hyatt and Timken roller and ball bearings. They insure easy running and the delivery of maximum engine power at the drawbar or belt pulley.

The dust, dirt and grit which play havoc with the average tractor have no effect on the Lauson. It is absolutely dust proof, all the gears, including the final drive, are enclosed in a dust-proof housing and run in a bath of oil. The engine and all the working parts, where necessary, are also protected against dust and dirt. This eliminates the friction and wear which wastes power and saves expensive replacement of gears.



The LAUSON 525



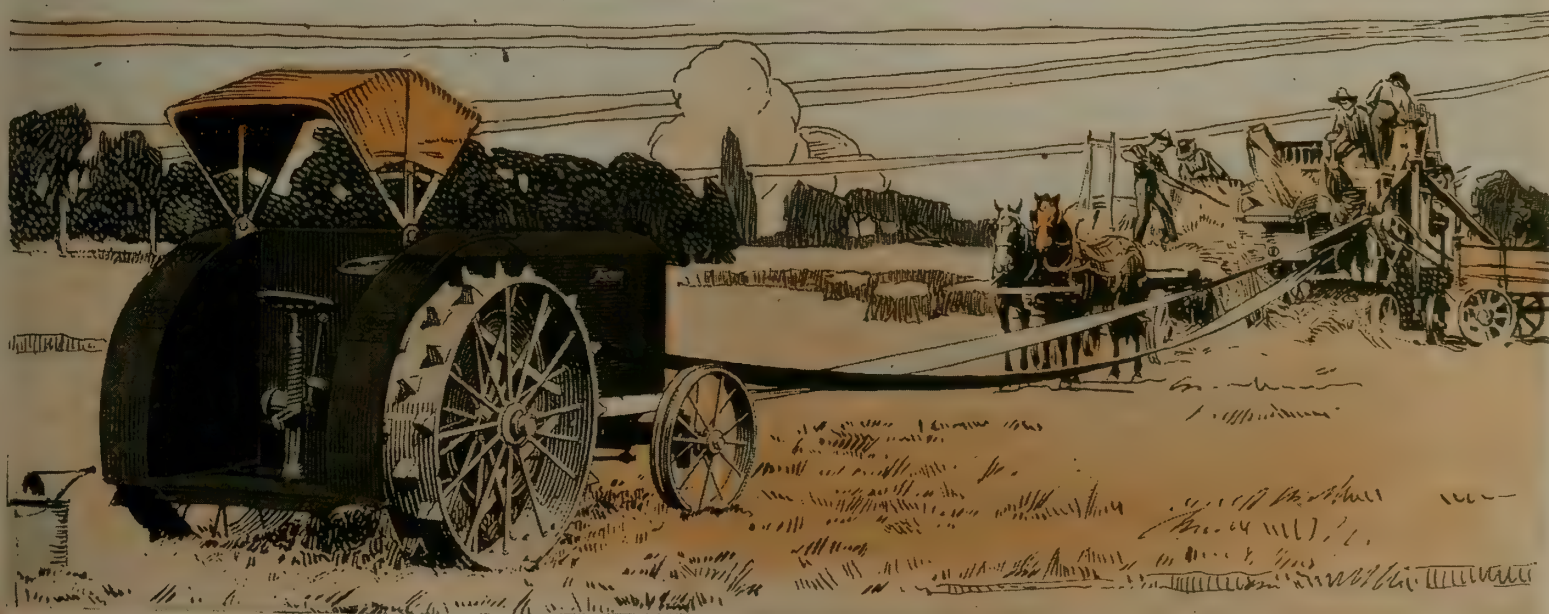
Lauson-Beaver

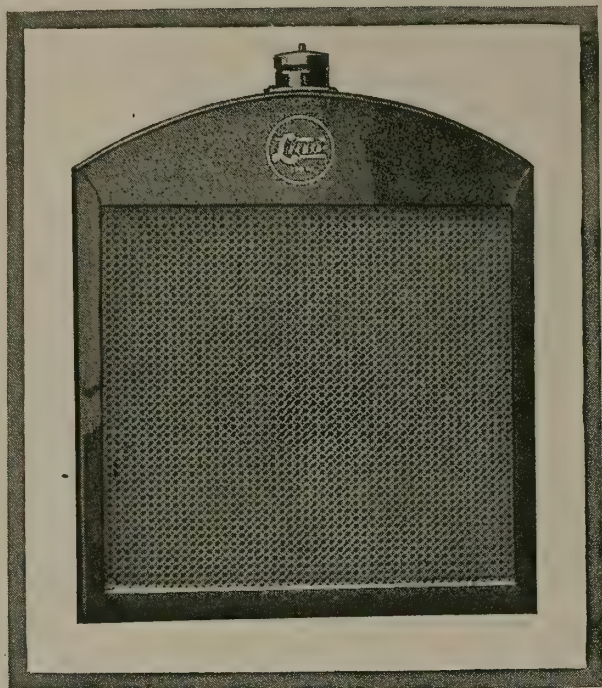
Surplus Power is a distinctive feature of the Lauson. This reserve power is supplied by the heavy duty Lauson-Beaver valve-in-head engine capable of delivering a surplus of 30% over the actual rating of the tractor. It is fittingly called "*A Brute of an Engine.*"

The very best insurance that the Lauson-Beaver will require little attention from the operator lies in its great mechanical strength—its huge crankshaft, thick-as-your-wrist; its powerfully built rods, wrist-pins, pistons, valves, bearings, and all other working parts. Every moving part is gotten at without difficulty. Two valve covers can be removed. The entire head, valves, and all, is easily detached. Extra large hand-holes on both sides of the crank-

case are uncovered in two minutes. The whole crankcase bottom is removable in a jiffy. Connecting rods, with the pistons, come out with no trouble at all.

Owing to the correct carburetion principle and sensitive throttling governor, the Lauson-Beaver engine burns kerosene without waste. In the tractor you buy, see that it burns kerosene without smoking. There is no smoke with the Lauson-Beaver on kerosene low-priced fuel.



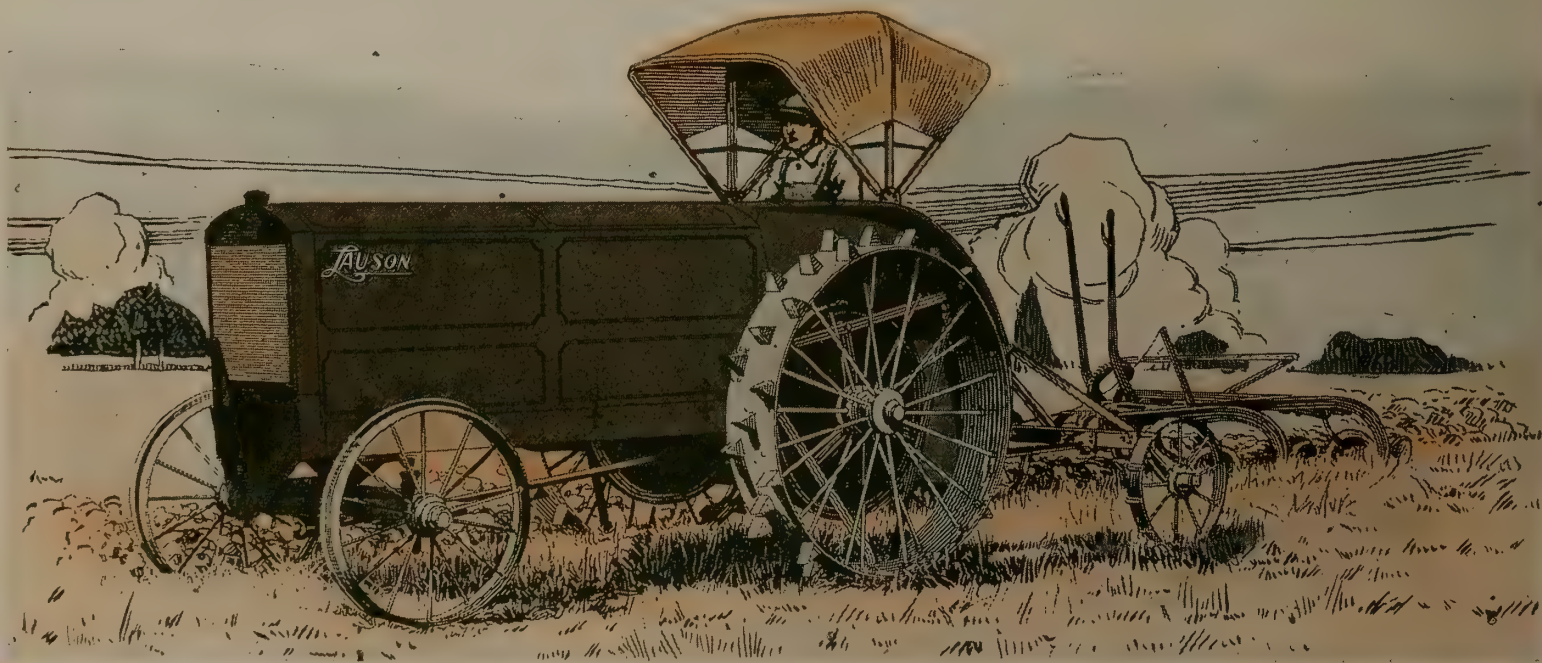
THE LAUSON is "Perfex" equipped because the Perfex is conceded to be the perfect radiator which yearly saves thousands of dollars for farmers. This radiator sets a new standard in cooling efficiency and entirely eliminates delays in the field due to over-heated engines.

PERFEX

In the distinctive PERFEX Core every inch of surface cools. The waterways are generously large—free from fins, corners or other obstructions. Under heaviest loads or in hottest weather Perfex Protected Tractors are absolutely safeguarded against overheating.

In winter the exclusive "expansion slit" makes continued freezing practically harmless.

A tractor is no better than its cooling system. Perfex offers Lauson owners *real* insurance under extreme working conditions.





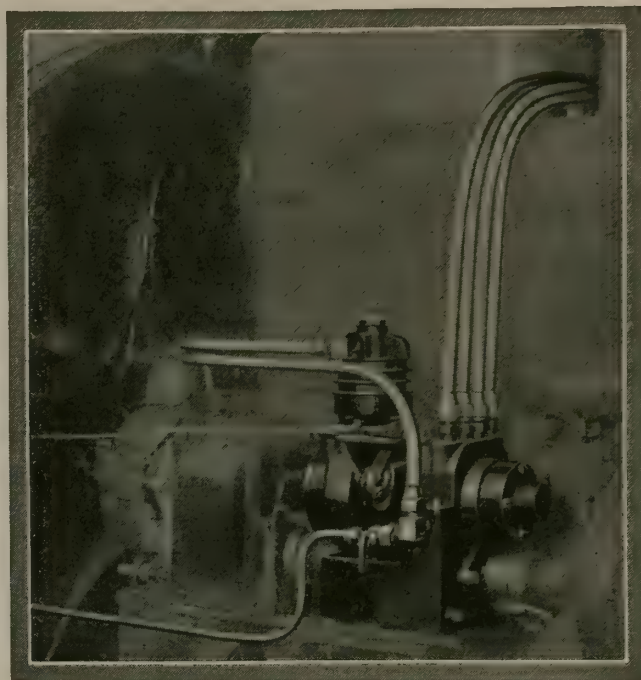
Lauson Now Has Christensen Starter

Not an Electric or Other Mechanical Cranker — Operates by Carburetion Principle Producing Starting Impulse Within the Cylinders Themselves.

A Quick, Sure Start, Even in Cold Weather

Another big feature of the Lauson 1919 Tractor that increases the tractor's efficiency by making starting easy under every kind of weather condition.

Before its adoption for 1919 Lauson Tractors the Christensen Starter was required to pass eleven tests, made in the presence of John Lauson, Henry Lauson and H. N. Edens, our Chief Engineer.



A Real Tractor Starter

CHRISTENSEN

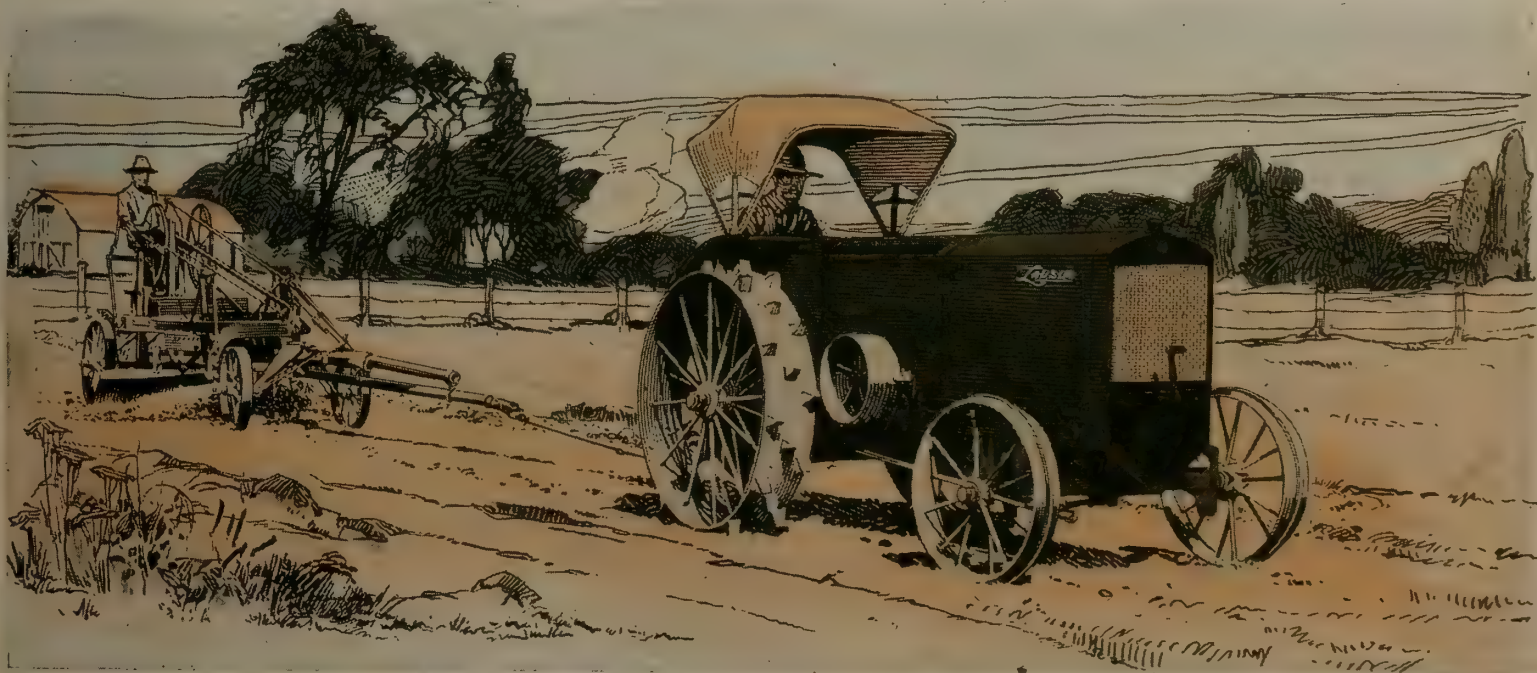
Not just a cranker but a starter that exerts its force inside the cylinders instead of on the crankshaft. Because of its dependability the Christensen has been adopted as regular equipment on fire apparatus of the fire departments of New York, Philadelphia, Detroit and twenty other large cities. The Christensen has no electric wires or batteries—it is a solid, substantial starter that stands the jolts and jars of rough farm work and is everlastingly "on the job."

The Christensen is a "carburetion principle" starter—a new and successful principle in starter construction. Instead of cranking by electricity or compressed air, it joins air and fuel in an explosive mixture which it supplies to the cylinders in their regular firing order, under compression sufficient to start the engine turning. The ignition system of the Lauson Tractor then fires the mixture, giving you a sure start even from a stone cold engine—with any grade of fuel—in one to four seconds.

No more cranking—no more broken arms from backfire. The self-starting 1919 Lauson can be operated by anyone on the farm.



**Makes a Plaything
of the
Biggest Motor**





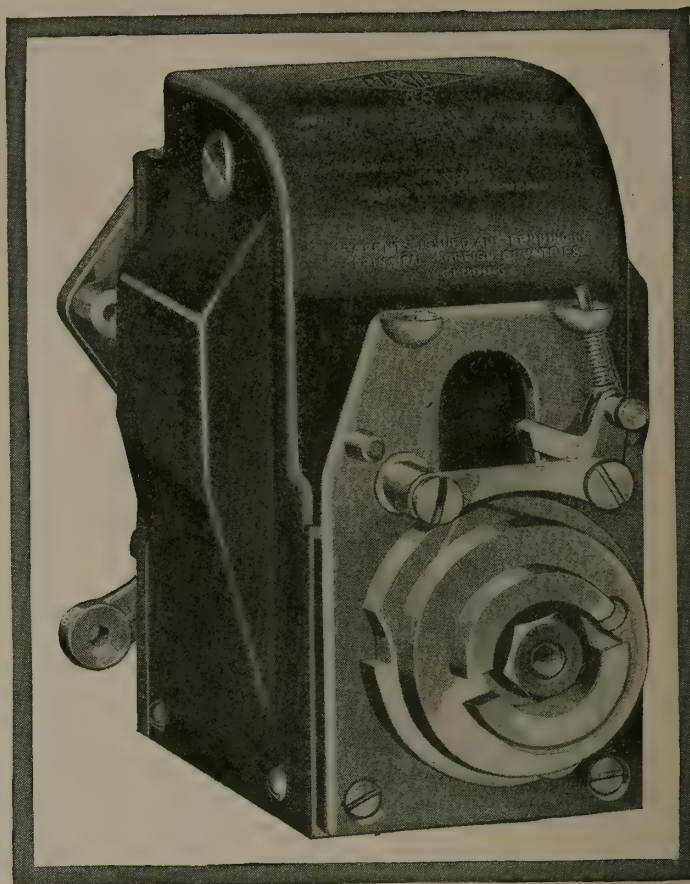
IT is generally conceded that the standard ignition equipment for the high grade tractor is the Dixie Magneto.

This "Great American Magneto" has won first place because of its greater accessibility, better protection against oil, dirt and water, and its ability to produce a uniform spark of full strength at all engine speeds.

Dixie

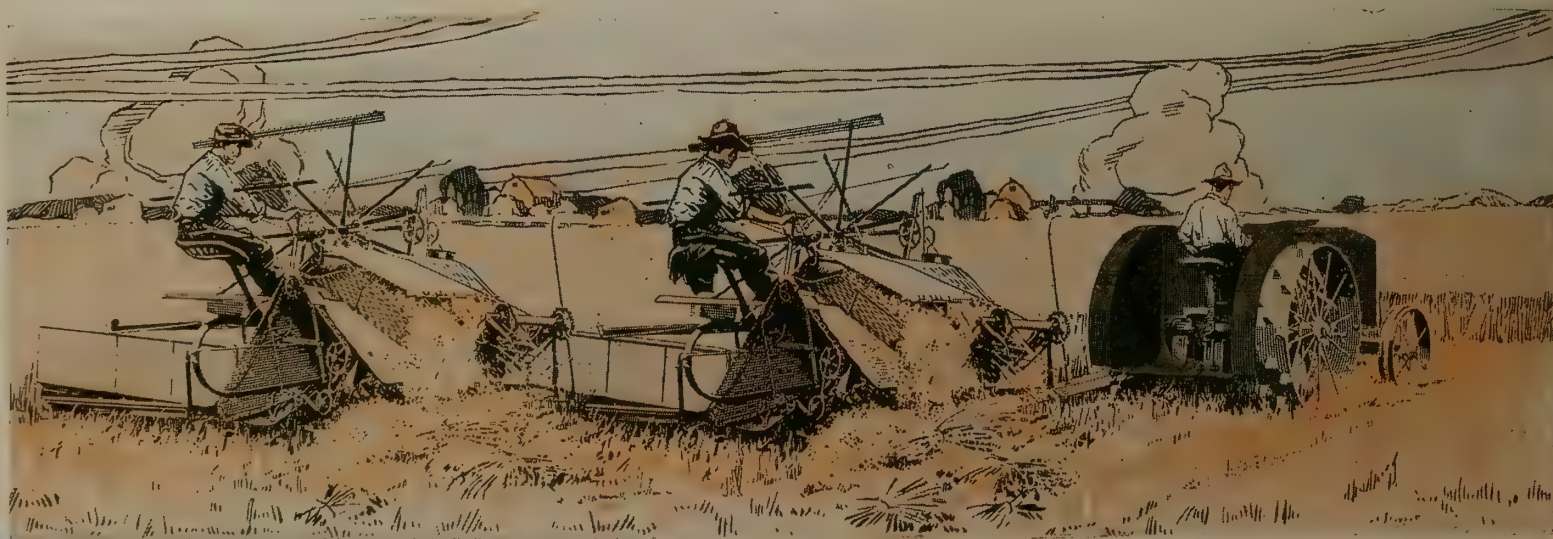
Sumter Starter Coupling makes starting of even the largest and heaviest engines directly from the Magneto safe, sure and easy. It is as widely known and used as famous Dixie All-American Magneto.

Sumter High Tension Cable—highest grade rubber covered cable, with terminals securely soldered, is used. Every set is made to fit the engine on which it is used. It conducts the intense Dixie Spark safely and without waste.

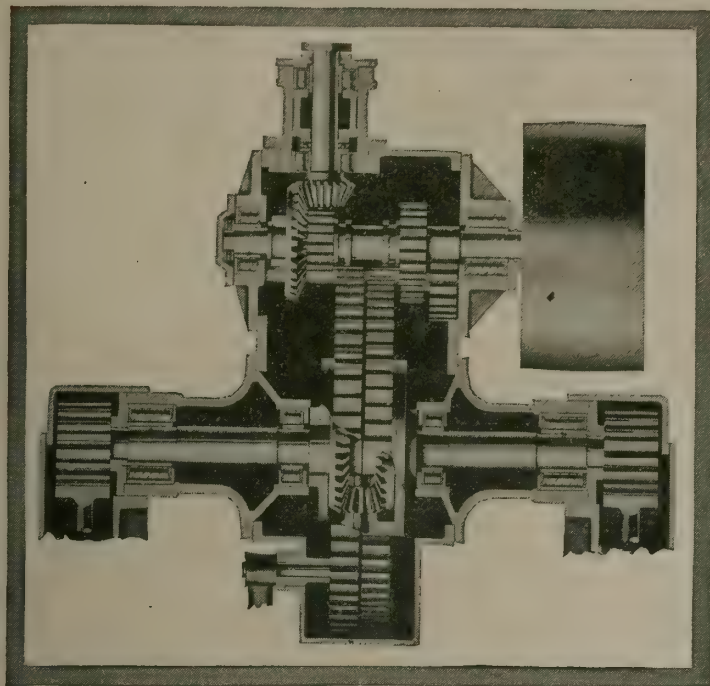


Splitdorf Green Jacket Spark Plugs known and used the world over. Unequalled for tractor service because there is no porcelain to chip or crack. The rolled mica insulation can never short circuit internally. It is easily taken apart for cleaning.

It's natural to expect the Lauson to get its "start" from the Dixie Magneto.



The LAUSON 1925



THE LAUSON Transmission, carefully designed by the Lauson engineers, contains the minimum of gears with the maximum of strength. And the strength of the transmission is due to the Nuttall B. P. Forged Steel Gears. The use of these forged heat-treated gears enables the transmission to be made smaller, lighter and at the same time stronger. This means not only the cutting down of the weight, but a low fuel cost because of power saving.

Nuttall Gears

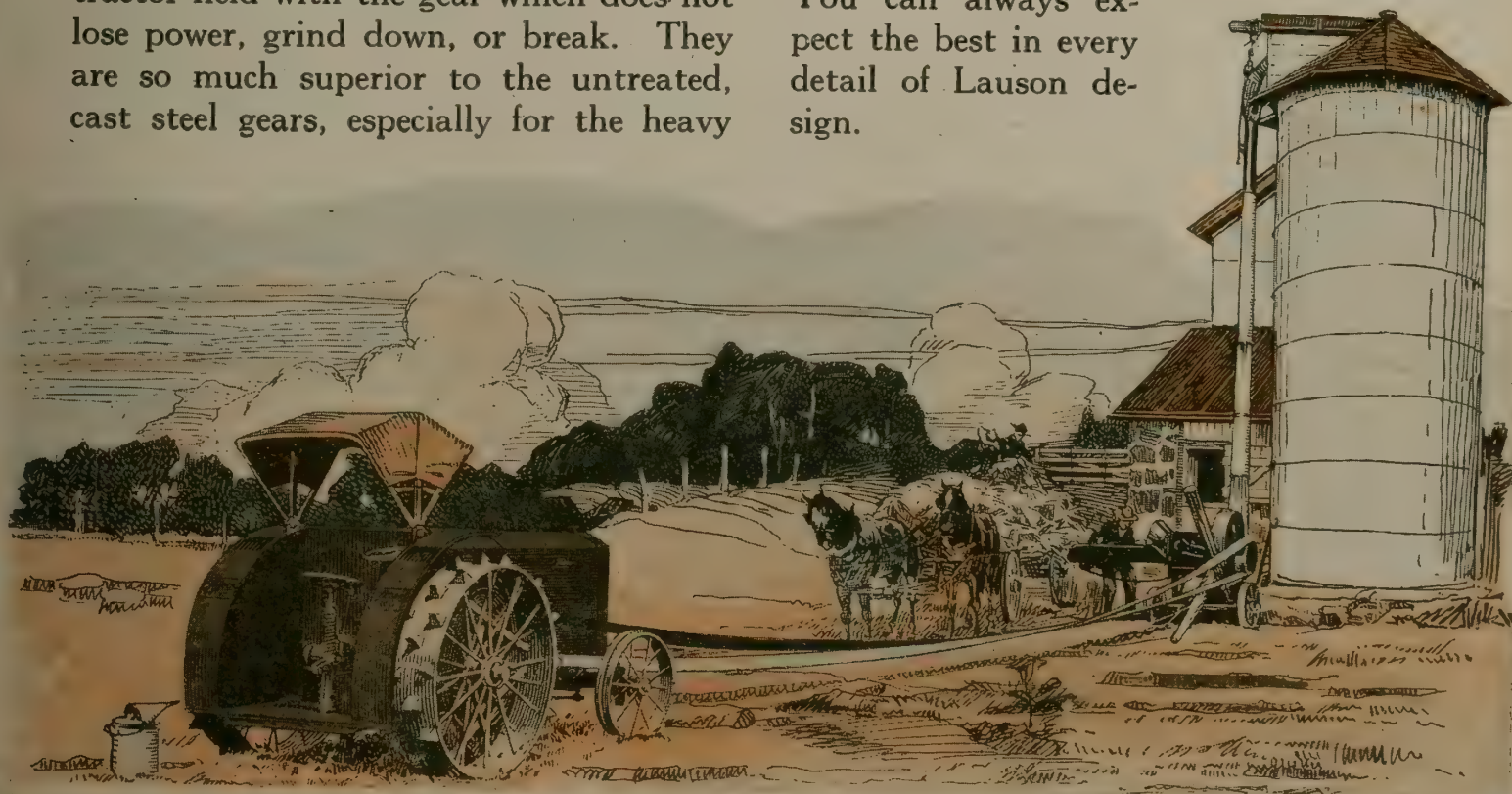
EVERY GEAR REGISTERED

Nuttall Gears are the result of 30 years' manufacturing experience. For years, Nuttall has maintained the system of registering each gear so that every Nuttall B. P. Gear is a *gear with a pedigree*.

The name Nuttall is associated in the tractor field with the gear which does not lose power, grind down, or break. They are so much superior to the untreated, cast steel gears, especially for the heavy

demands of tractor service that there is no comparison. Just as registered stock insures more beef on the hoof, more milk in the pail, so do Nuttall pedigreed gears insure longer gear life and greater efficiency.

You can always expect the best in every detail of Lauson design.



An Impetus to the Dairy Supply Business

The Dairy Show held at Winnipeg during Bonspiel, from Feb. 17-22, was an unqualified success. In the Canadian West we tend too much to regard grain as the Alpha and Omega of agriculture. Mixed farming and dairying are, however, steadily increasing, and the display of dairy and creamery machinery, supplies and equipment was without doubt the most extensive yet held in the Dominion.

The dairy equipment dealers throughout the West should pass a vote of thanks to the men who for nine months worked and strove to make this dairy show so signal a success. Its educative value will be far reaching. The farmer and his wife and daughters were there by the thousand. After seeing and investigating all the most modern apparatus and equipment in connection with the milk handling and butter-making, is it not logical to assume that Mrs. Farmer will be vitally interested, now that she is back home, in the purchasing of a new churn or a new separator.

The interest shown in the milking machines was phenomenal. That these modern mechanical milkmaids are appreciated is to put it mildly. Everyone who has milked cows day in, day out, will understand why—and thousands who were present are still milking cows. Owing to the fact that entry to the show was free there is no means of gauging exactly the attendance during the week. The huge auditorium was, however, crowded in the afternoon and evening of each day. You could not get near the eight pure bred cows to see how the milkers put in their work.

Beyond purely dairy apparatus, there was displayed electric lighting plant, electric specialties, water systems for farm homes, a large number of lines which are directly in line with the business of the modern farm equipment dealer. The farmers have gone back home, and it should be the policy of every progressive dealer to show and sell milkers, cream separators, churns—all the variety of items in which so keen an interest was aroused by the display staged at this successful event in Winnipeg.

Again the Steam Tractor

In the tractor industry rumors continue to circulate that now that all restrictions are removed from tractor production a steam outfit of small size will be a big feature in the future. Several concerns are working on a steam



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
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WINNIPEG, CANADA, MARCH, 1919

design, and something entirely new is anticipated.

It is said a design is assuming shape in one experimental factory that will be a big surprise to the entire tractor fraternity when it comes out.

The wonder is, not that designers are working on steam models, but that none has heretofore made its appearance. There are steam automobiles and steam trucks, and it would appear that some modification of the steam principle might be adapted to a farm tractor. Engineers say there are no insuperable mechanical difficulties in the way now, that it is possible to make a boiler that will not scale. A non-scaling tube has been perfected so that the main obstacle is now removed.

Volume and Profits

The matter of volume always bulks large in the eyes of the dealer. Goods sold are all volume. But a \$1200 tractor, for example, with a gross profit of 10 per cent is a very different matter of volume in some ways from an equal volume composed of fanning mills, feed grinders, eveners and whiffletrees, pumps, and so on, with a gross profit of, say 35 per cent. In the one case you have a gross profit of \$120; in the other you may have a gross profit of \$420.

This goes to prove that the second item of our fundamentals,

margin, is of vast importance, and is one which dealers who are not keen on analysis often lose sight of.

Some dealers are inclined to pay too little attention to these so-called small lines, but they should recollect that it can be sold without extra help, rent, heat, light, phone, and so on, besides helping to draw trade into the store. That is the identical point where the combined hardware and implement man puts it over you; he has four customers to your one.

A dollar's worth of some of the small items may have as much profit in it as two dollars' worth of mowers, binders or plows, while it requires less setting up and no experting. When the dealer considers all the advanced items of expense in carrying on his business, which are still with us although the war is over, it should appeal to him that the small lines will be a valuable asset if we want to realize a satisfactory net profit during the year.

Co-operation Essential

This is the era of organization, association and co-operation. The implement business demands more co-operation than any other line of merchandising. The better the manufacturer, dealer and farmer co-operate, the better it is for all concerned.

Where Will the Chain Break?

The present hesitancy in buying on the part of the farmer, who considers that, with peace, equipment prices should automatically slump, is simply the problem we have long foreseen—the readjustment of prices to a peace basis. We realize that present prices of commodities and necessities cannot and should not remain at present levels. The question is, who will break the link in the chain?

The manufacturer declares he cannot until the cost of labor lessens. Labor not only refuses to come down, but intimates it may climb higher. The farmer is the third party in the great industrial triumvirate. He is probably not so well prepared as either of the others to maintain his prices or enforce his demands.

From the farmers' viewpoint we have to concede that when we talk of industry we think of mines, steel mills, sawmills, factories and shops. Yet economists submit that a very large percentage of all the raw material which enters into our manufactures is produced by the farmer. It is such materials as live stock, milk, wood, leather, wheat, oats, barley, etc., which furnish employment to a great majority of the workmen in our factories.

From this standpoint one may argue, then, that we cannot succeed industrially without an abundance of raw material out of which may be manufactured the products which the world wants. The easiest thing to sell is food to hungry people.

An abundance of raw food materials is easily assured, but to ensure this the farmer demands a price which will encourage him to produce to his limit. We want to see our factories run to the limit of capacity, but in the farm machinery industry we are just as much interested in having our farmers produce to their full capacity.

Letting it be granted that the farmer gets for what he produces, only a fraction of what the consumer pays for what he eats and wears, it may be that the farmers' prices could be cut in half, yet little impression be made upon the high cost of living. We would, however, put the farmer out of business to such an extent that the farm equipment industry would be badly affected. In the end, it seems logical to assume that the prices of farm products cannot come down in advance of the prices of other material and labor. Either they must all come down together, or all stay where they are. Such seems to be the opinion of the farmers.

If You Were the Customer

Did you ever think how you would feel if the position were reversed and you were the man who entered your store to buy. That is an admirable train of thought if you want to hit upon ways and means of improving your service to the customer.

Naturally you would expect a cheery welcome, and civility, and a close attention to your needs or enquiries. If you wanted to know how much a certain type or make of machine cost, you would like the dealer to be able to refer to a well arranged file so that no time would be wasted in rummaging among lists to find eventually that the information was not at hand. You would like, if possible, to see a sample of the machine which you wanted to purchase, and to have a clear and easily understood description of what it would do—given in such a way that you felt the man who was speaking was intimate with the machine he was selling and conversant with its operation. Suppose that you wanted to buy an engine to operate certain machines, you would like to be told what power would be necessary, the best method of drive to use and other pertinent information. You would welcome advice along your particular line if you were contemplating the purchase of a tractor.

Apart from these things, if you entered an implement store and the owner and his salesmen were busy, you would appreciate a chair to sit down on while you wait, while a catalog holder close by would provide you with something interesting to look over. A clean, well arranged sample floor with the machines arranged so as to show to their best advantage, would look good to you. And you'd appreciate it if the dealer left sufficient room around each machine so that you could get at it from every side without doing balancing feats getting over other machines.

If you were after a repair of a common nature you would expect that the dealer would have it—in a neatly arranged repair room, in its bin, not among a rather chaotic mass of parts lying in some odd corner. In short, there are a whole host of things which you can visualize if you simply put yourself in the place of the customer for a little. And such a course of reasoning naturally shows you where some little thing may be lacking about your store that would be an added attraction to your customers. We must consider these little features in the business of store arrangement

and comfort just as much as any other branch of retail trade.

Following this matter of putting yourself in the customer's place to its natural conclusion, you would, of course, never think of buying a machine on time. You'd be right there with the cash—but, alas, the vision has ended in a rude awakening. Even so, the matter of settlement is one that rests with the dealer—not with the customer.

OBITUARY

The Sharples Separator Co., West Chester, Pa., announces the death recently of the secretary of the company, Elmer L. Ewing. The late gentleman succumbed to pneumonia at the early age of thirty-four. Entering the Sharples factory as a young man, he met with an accident in which



ELMER L. EWING

Late Secretary Sharples Separator Co.

his hand was injured. Undaunted by this handicap, he took a course in a business college, graduated, and returned to the office of the company. Mr. Ewing's character and entire work were so satisfactory that he rapidly rose from one position to another, until a few years ago when he was made secretary of the Sharples Separator Company. Mr. Ewing is succeeded as secretary of the Sharples Separator Company by Mr. Clarence L. Moore.

William Bradford Dead

William Bradford, veteran traveller and collector, and a member of the staff of the McLaughlin Motor Co., Winnipeg, died on Feb. 15th. Mr. Bradford, who was well known to many farm machinery dealers throughout the West, was 76 years old, and had been a commercial traveller for over 45 years. He was believed in commercial circles to have been on

the road for a longer time than any man living in Canada. He had been nine years with the Winnipeg branch of the McLaughlin organization, and prior to that was a traveller in Ontario territory for the John Watson Mfg. Co., of Ayr, Ont.

The deceased had failed greatly in health for the past year. He was known as far West as the coast, and was one of the most popular men on the road.

William J. Turner

Judge William J. Turner, president of the Turner Mfg. Co., Port Washington, Wis., manufacturers of Turner Simplicity tractors, and father of L. M. Turner, vice-president and general manager of the company, died at his home in Milwaukee, Feb. 15, at the age of seventy-one. Judge Turner was widely known as an attorney and jurist, and occupied the circuit bench in Milwaukee county for many years. He suffered a stroke of apoplexy on Feb. 14.

Putting Tractor Business Upon a Solid Basis

Owing to the nature of their work dealers in farm implements are enabled to gain a clear insight into the problems which confront the farmer. It is easy to determine that a lack of power is the greatest obstacle standing in the way of increased crop production. Tractors will supply the needed power; but before they can be of service they must be distributed, and the purchasers instructed regarding the operation and care of the machines.

It is evident that some dealers in farm equipment have not yet become interested in the real meaning of tractor service. They either refuse to have anything to do with the tractor business, or, if they have taken an agency they go after prospects in such a casual manner that any sales they make are largely chance.

The farm equipment dealer who refuses to fall in line with the tractor idea must, of necessity, become a back number; for he cannot hope to keep up with the procession of successful dealers who realize the opportunities offered them through the distribution of tractors and are willing to grasp their opportunities without delay.

It will not pay any dealer to spend time and money attempting to create a demand for inferior tractors. The best policy is to "sign up" with a company that has acquired a national reputation through the merit of its product.

Finally, if this light tractor business is going to be any good to the trade, it must be on a cash basis or nearly so.

Personal

The Dow Garage is a new auto concern in Maidstone.

C. R. Sifton, a harness dealer at Gainsboro, has sold out.

A. Lidgate has opened an automobile business at Creston.

Arthur Lea is now carrying on a harness business at Assiniboia.

Lanterman & Woods have dissolved partnership at Riverhurst.

The warehouse of A. Detlefson at Neville has been burned out.

G. E. Truman has commenced an automobile business at Halbrite.

Morley Snyder has sold out his automobile business at Gilbert Plains.

Motor Service, Ltd., is a concern recently incorporated in Regina.

Moose Motors, Moose Jaw, has been succeeded by the Standard Garage.

W. C. Hicky has commenced an automobile business at Trochu.

Moffett & Emerson are owners of an automobile business at Wynyard.

A. N. Allen, Semans, has sold out his implement business to Walsh Bros.

Morrison Bros., implement dealers at Pense, have dissolved partnership.

Partnership is dissolved in the Macoun Garage & Motor Co. in that town.

S. B. Mitchell, an automobile dealer at Nanton, is reported to be selling out.

Callaghan Bros., implement dealers at Luseland, have sold out to Walker Gray.

E. A. Feldman is now owner of an automobile business in the town of Kamsack.

A partnership has been registered in the National Farm Tractor Co., Winnipeg.

Arthur & Raw, automobile agents, Vancouver, have dissolved partnership.

O. Bertie recently suffered a fire loss in his automobile business at Staffordville.

McArthur & Mitchell are owners of a new farm machinery business at Meyronne.

Douglass & Wessinger are two dealers who have opened up in the village of Warner.

A meeting of the creditors of Commercial Motors, Calgary, was held during February.

Wilson & Thompson, auto supply dealers, recently opened premises in Winnipeg.

The Day Hardware Coy., dealers in hardware and farm

equipment at Red Deer, have sold out their Innisfail branch to Watt Bros.

Knight & Buckless are new automobile dealers at Princeton, B.C.

W. L. Evans has opened an automobile business at Blairmore.

C. H. Wilson is now carrying on an implement business at Elm Creek.

C. R. Sifton, harness dealer at Gainsboro, has sold out to T. S. Tanner.

We regret to note the death of J. C. Turnbull, a harness dealer at Erskine.

Christie & Laidlaw are now carrying on an automobile business at Grenfell.

Erude & Stevens are now carrying on an automobile business at Courtenay, B. C.

The Saskatchewan Storage Battery Co. is a new concern now operating in Saskatoon.

A. Duxbury, implement dealer at Bowsman River, visited Winnipeg during the Bonspiel.

B. Swanson, implement dealer, Brooking, was in Winnipeg on business during February.

D. Manns, implement dealer at Frobisher, visited the wholesale

houses in Winnipeg during February.

Charles Lafferty, implement dealer at Raymond, has sold out at that point to J. W. Judd.

Laughton & Ebner, implement dealers at Annaheim, have sold out at that center to R. Hogg.

The Auto Body Works, Winnipeg, recently suffered a fire loss on their premises in this city.

R. R. Sutherland is a manufacturers' agent who recently commenced business in Winnipeg.

J. Auchmucky, implement dealer at Sedley, has sold out to a firm named Wheeler & Brusco.

A partnership is registered in The Tractor Co., a concern handling tractors in Saskatoon.

E. A. Stout, the implement dealer at Gladstone, has sold out his interests at that point to N. Hornsby.

J. J. Bueckert and Harry Bueckert have registered partnership in an implement business at Horndean.

D. Szakaacs has bought the implement business at Kipling formerly carried on by J. L. McDougall.

Robert Innis has commenced an automobile business at Calgary. In the same city the

McTavish Motor Company has assigned.

Cook Bros., dealers at Bredenbury, have sold out their implement business at Langenburg to J. C. Rombaugh.

E. Lyday, manager of the Maytag Co., Winnipeg, returned early in the month from a trip to the Pacific Coast cities.

The Earl Grey Motor & Machine Co. have been incorporated in the Saskatchewan town of that name.

A. Boucher, automobile dealer, has bought out the business of the Gravelburg Supply Co. located in the village of that name.

Mitchell & McGregor, hardware merchants, Brandon, have changed their corporate name to Mitchells Hardware, Ltd.

R. H. Potter, manager for the International Harvester Co. at Saskatoon, paid a visit to Winnipeg in the middle of February.

H. H. Kohlman, of the John Deere Plow Co., Regina, recently returned to that city after spending two months in California.

Thos. Henry has bought out the hardware and implement business at Kinistino formerly carried on by Frank J. Harper.

Percy Saunders, Rotarian, and manager of the Canadian Holt Co., Calgary, attended the Rotarians' convention in Winnipeg.

W. J. Wright, purchasing agent for D. Ackland & Son, recently returned from an extended business trip to the United States.

The Wilkie Machine Co. has been incorporated in the town of that name to carry on a farm machinery and equipment business.

Taylor & McDonald, implement dealers at Boissevain, have dissolved partnership. George McDonald is now in sole control of the business.

Hugh Rorison, the popular implement dealer in Moose Jaw, paid us a visit while in the city recently. Mr. Rorison reports business as good.

Mr. Roscoe, implement dealer at Altona, was in Winnipeg recently on business. He reports a good year and did a nice business selling Titan tractors.

J. C. Rondeau, who carries on a general store and implement business at Somerset, has sold out the former, and will concentrate on his implement lines.

Sam Cauley, a dealer in Vancouver, has sold to J. Lothian; while in the same city the Mainland Motor Co. has changed its name to the Federal Truck Co.

H. J. Quane, manager at Regina for the J. I. Case Threshing Machine Co., is back in civil life

in his old position, after some time spent in the Royal Air Service.

James Grandy, manager of the Vancouver branch of the De Laval Company, Ltd., visited Winnipeg during February. Mr. Grandy reports business good in the coast cities.

A. W. Sawyer, formerly with a farm publication at Spokane, Wash., and Portland, Ore., has been appointed advertising manager for the Hart-Parr Co., Charles City, Iowa.

S. E. Ross, advertising manager for the Hart Grain Weigher Co., Peoria, Ill., reports business as being normal for this time of the year. W. B. Wilde, president, is in Florida on a vacation.

The Winnipeg Steel Granary & Culvert Co., St. Boniface, a suburb of Winnipeg, has made application to change the corporate name of the company to the Crossen Metal Works, Ltd.

G. F. Harold, manager of the Cockshutt Plow Co., Regina is still out at the Coast for his health. Mr. Harold is, however, improving steadily, and hopes to return to his desk at an early date.

Morley Wright, the well-known implement man in Regina, who recently sold out his business in that city, has gone south to join his family in California, where he will spend the winter.

J. M. Robinson has been appointed general manager of the Acme Harvesting Machine Co. of Peoria, Ill. He succeeds Geo. Hildebrandt, who resigned some weeks ago to return to the practice of law.

F. J. Weed, the popular manager of the Winnipeg branch of the De Laval Company, Ltd., was confined to his home by illness for a few days during February. We are glad to say that he is now back at his desk.

A. S. Barker, manager of the Garden City Feeder Co., Regina, recently returned from a visit to the United States. His son, Lieut. Barker, of the U. S. Artillery, is still in France, but will return to Regina next summer.

A. J. Denton, of Denton Bros., dealers at Benton, called upon us while on his way West after a holiday in Ontario. Mr. Denton was investigating different tractor lines, and anticipates a good spring trade in his territory.

W. L. Clark has resigned the position of trade manager for the Moline Plow Company, Moline, Ill., to become general sales manager for the Samson Tractor Company and the Janesville Machine Company, Janesville, Wis.

L. J. Haug, manager Canadian

DUNHAM

TRADE MARK REG.

Pack Out Air Spaces

No plant can develop sturdy roots and full growth in a soil full of large air spaces.

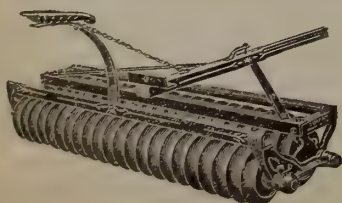
The Culti-Packer wheels are shaped to cut down through the surface and bring packing action to bear down in the soil where the air pockets exist.

At the same time the Culti-Packer does not make a hard, unyielding seed bed for the wheels have a cultivating or stirring action, which leaves the top layer of soil in fine mellow condition.

Cultivate your soil, and pack it too, with the Dunham Culti-Packer.

FOR SALE BY

JOHN DEERE PLOW COMPANY, LTD.



Winnipeg Regina Saskatoon
Calgary Edmonton Lethbridge

MANUFACTURED BY
THE DUNHAM CO.
BEREA - OHIO



WATERLOO BOY PULLING JOHN DEERE DOUBLE ACTION PONY TRACTOR DISC HARROW AND DUNHAM CULTI-PACKER — COMPLETING THOROUGH SEED BED PREPARATION IN ONE OPERATION.

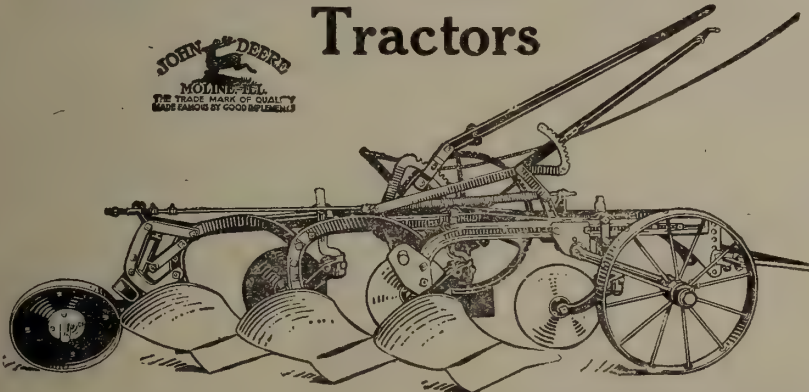
Waterloo Boy Tractor and Deere Disc Harrows

There is little doubt left in the minds of farmers generally as to the suitability of the "Three Plow" size of tractor for the various farming operations—or, to be more specific, a three plow tractor that is built to burn Kerosene, the cheapest fuel. Then, again, next to the plow the disc harrow is of greatest importance in field cultivation. The Deere double action Harrow shown above is built specially for use with the favorite size tractor. Used together, the farmer has a combination that surely tends toward increased crops.

THE WATERLOO BOY TRACTOR gives its full rated 12-25 H.P. and turns the cheapest Kerosene into steady power without a drop being wasted. The two speed gear affords economy in operation and perfection in work. The motor has an inbuilt manifold that is a great fuel saver. There is a smooth constant hum to this motor that tells of the surplus power back of it. The drawbar is adjusted to give greatest pulling power and all parts, though enclosed, are easily accessible.

JOHN DEERE TRACTOR DISC HARROWS. With the front section outthrow and the rear section inthrow, the soil is worked both ways and the ground is left level. There is strength and good workmanship shown in every part. No danger of breakdowns here. Scrapers can be locked in several positions. Grease cups are easy to get at yet dirt and grit cannot get into bearings. Made in eight foot and ten foot cuts with sixteen inch discs.

John Deere Plows for Light Tractors

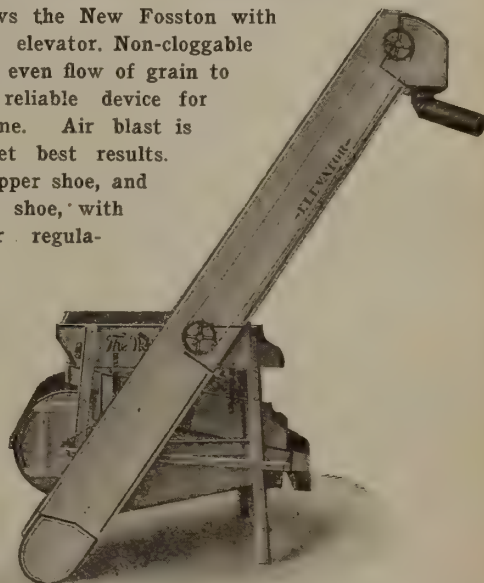


In 2, 3, or 4-bottom, 12-inch or 14-inch sizes. Extra heavy beams of high carbon steel, guaranteed not to break or bend. High clearance. Extra heavy rolling colters. John Deere quick detachable shares used.

Let us tell you all about the John Deere line of agricultural machinery. We need live agents in all points not at present represented.

New Fosston Fanning Mill

Illustration shows the New Fosston with 10 feet covered elevator. Non-cloggable feed produces an even flow of grain to sieves and has reliable device for regulating volume. Air blast is regulated to get best results. Side shake on upper shoe, and shake on lower shoe, with adjustments for regulating length of stroke. The New Fosston makes a perfect separation of wild oats from wheat, and also as a general purpose farm grain cleaner for all kinds of seed.



John Deere Plow Co., Limited

Winnipeg
Man.

Regina
Sask.

Saskatoon
Sask.

Calgary
Alta.

Edmonton
Alta.

Lethbridge
Alta.



Avery Co., is back from New Orleans, and expects to spend the rest of the winter in British Columbia, returning to Regina before the grass is green, and before the tractors begin to move out too fast.

J. W. Ackland, president and general manager of D. Ackland & Son, is at present residing in Victoria, B.C. Mr. Ackland has been in poor health for some time, and has gone to the coast to recuperate. We trust the rest may restore him to health.

At the recent annual stockholders' meeting of the Cleveland Tractor Company, Cleveland, Ohio, R. T. Hodgkins, general sales manager, was elected a director, and at the meeting of the directors he was elected a vice-president.

J. Keller, the implement dealer at Shaunavon, paid us a visit recently while on his way West after a few weeks' sojourn at his old home in Ontario. Mr. Keller is a prominent member in the implement section of the Saskatchewan Retail Merchants' Association.

George N. Peek, vice-president of Deere & Co., Moline, Ill., former member of the War Industries Board, has been named by Secretary of Commerce Redfield as chairman of the new Government price conference

board. Mr. Peek is to select his associates.

At a recent meeting of the engine and thresher section of the Canadian Manufacturers' Association, the following officers were elected for 1919: Chairman, R. Harmer, Sawyer-Massey Co.; vice-chairman, J. R. Macdonald, Macdonald Thresher Co., Stratford.

C. McLean, of the Western Canada Motor Co., Winnipeg, visited the National Tractor Show, held in Kansas City from Feb. 24 to March 1. While there he fully investigated the Wheat tractor, which his company anticipate handling in Western Canada.

We regret to learn that H. F. Anderson, head of the Tudhope-Anderson Co., Winnipeg, who has been in France and England for the past two months, has been ill. At last reports Mr. Anderson had recovered considerably, and anticipated leaving for Canada early this month.

A. H. Schnell, formerly with the Advance-Rumely Thresher Co. in Alberta, recently returned after two years' service in France. Mr. Schnell returned to Winnipeg only a few days after the death of his wife, who succumbed to pneumonia. They were only married shortly before he went overseas. He anticipates visiting

Ontario before again entering the tractor business.

Archie Watson, secretary-treasurer of the John Watson Mfg. Coy., Ayr, Ont., spent a few days in Winnipeg during the last week in February. Mr. Watson was formerly manager of the Winnipeg branch, leaving it for the home office in 1907. He has not been in the West for ten years, and his many old friends in the implement trade were glad to see him again. Mr. Watson reports the factory at Ayr busy on the well-known Watson line.

John B. Davidson, an old resident of Brookdale, Man., died at his home in that town during the last week in February. Death was due to influenza. The deceased carried on an implement business in the town for the past 15 years, and was well and favorably known all over the district. He was about 40 years of age, and is survived by a widow and three daughters.

A Safe Investment

To the Average Implement Man—Some one is bound to get your spare dollars, to say nothing of your spare 25-cent pieces. The question is—who will it be? Will it be some one with a "gold brick," or will it be the Government which, in return, will pay

you good interest? That's the question.

You know that in the making of investments you have made bad mistakes. You have put hard earned money into things that never will and never could give you a return. More than this, you have lost your principal. You can't afford to do this any longer.

You had better let the Government have your spare dollars; it will even accept 25c from you. In buying War Savings Stamps you let it have the use of your money for five years, for which it pays 4½ per cent compounded half-yearly.

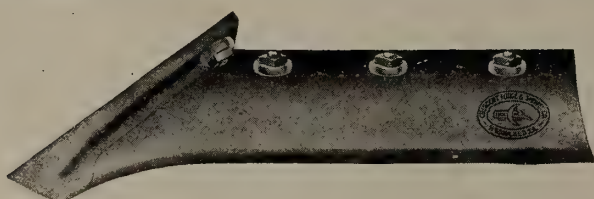
The Manufacturers' Viewpoint

Commenting on the probability of implement prices being reduced, E. E. Parsonage, of the Deere & Co., Moline, in a recent address, said: "I do not think we need look for any radical change in prices of implements this year, regardless of fluctuations in price of steel. The manufacturer who is to-day making a car of hay tools, binders or wagons, for next July or September shipment to the dealer, has bought and paid for that material starting way back last October."

Some dealers to offset the hesitancy in buying on the part of their customers in their local advertising are emphasizing the fact that the most a farmer could expect in the way of lower prices this year would be small compared with the loss he might have through the aid of a new machine. It seems poor economy for the farmer to wait for a \$10 drop in the price of a machine when from fifty to a hundred dollars might be made or saved by its use.

Brandon Fair Dates

The directors of the Manitoba Exhibition at Brandon have decided that the Fair in that city this year will be held from July 21-26. Contracts for attractions were approved, and it is anticipated that the Fair this year will exceed that of any previous year, so far as the farm machinery display is concerned.



CRESCENT PLOWSHARES

Crucible or Soft Centre Steel. Over 1,000 Patterns. Perfect in Fit

Sandoval Coulters

Harrow Discs

HARROW TEETH

HARROW BAR BOLTS and CHAINS

DRILL COVERING CHAINS

ORDER NOW, OR ASK FOR OUR PRICES. IT WILL PAY YOU

D. ACKLAND & SON LTD.

WINNIPEG

CALGARY



Manitoba Implement Bill Read for Third Time

In the Manitoba Legislature W. H. Sims, member for Swan River, had the second reading of the Farm Implement Act, approved by both sides of the House—if such exist. He explained that there was a strong demand for the measure by farmers; that it was designed to prevent misrepresentation on the part of salesmen by the provision of standard forms of contract.

Since last session, said he, the opinion of grain growers, implement dealers, and others interested have been heard, and he believed that the bill as now framed would be of great service to the community. Joseph Hamelin, Ste. Rose, congratulated the sponsor of the Act, and John Graham, Norfolk, said that the time was ripe for legislation mainly directed against the "wiles of the unscrupulous implement agent."

The remarks made by members were of the usual order, that the implement dealer was out to fleece the innocent and unsuspecting farmer. When the average man buys anything he is held to be mentally capable of protecting himself by common sense; not so the farmer. The pity seems that we cannot observe any great proportion of "unscrupulous" implement agents going to California for the winter, or purchasing high-priced cars. If the dealer victimizes the farmer, as alleged, he certainly does not seem to die wealthy as a result—or to live in a state of unseemly affluence. It is to laugh when one listens to such political clap-trap.

Alberta Farm Machinery Act Amended

The Farm Machinery Act in Alberta has been amended by the Legislature of that province, by the addition of the following section:

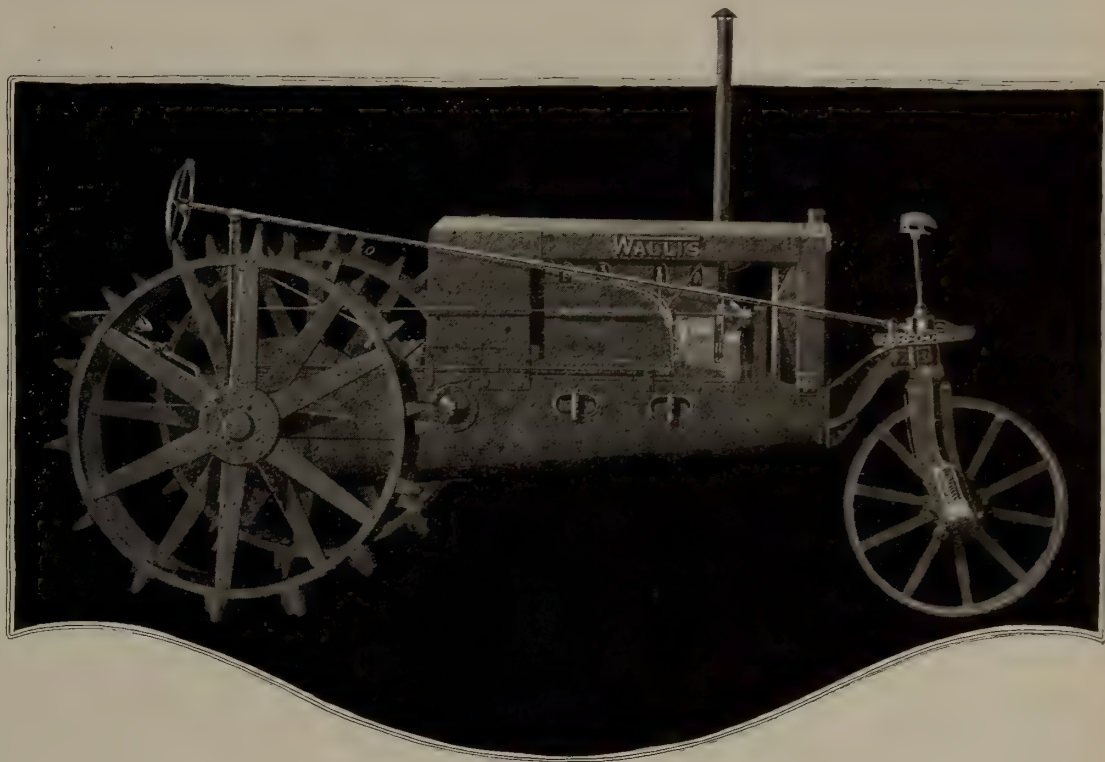
"Notwithstanding anything contained in any contract or agreement, there shall be implied in any such contract or agreement for the sale of farm machinery (whether under seal, written or oral) a warranty to the effect that all repair parts in adequate quantities for the said machinery are kept and will be kept by the vendor for a period of ten years from the date of the said agreement, and may be obtained at the place of business of the agent of the vendor who is nearest to the purchaser or at some other well advertised point in the province:

"Provided that the keeping of a stock of the necessary repairs

for farm machinery as aforesaid on hand at one well advertised place of business in the province for the year 1918, and at two places of business at least 150

miles apart in the province for each year thereafter by the manufacturers or general provincial distributors of the said farm machinery shall be deemed to be

a compliance by a vendor with the terms of the contract or agreement as set out in this section." Careful note should be made of this amendment.



WALLIS

America's Foremost Tractor

MAKES YOU A LOCAL LEADER

You know the high standing of the man who acts as local agent for a leading automobile. The prestige of the car is conveyed to the man who sells it.

The same leadership is enjoyed by the dealer who sells the Wallis tractor. It is America's Foremost Tractor, used on thousands of farms both in America and abroad.

The Wallis is the first tractor that successfully combined the three great elements of tractor economy, viz.: great power, light weight and remarkable durability. It was the first tractor to use all-enclosed gears. It is 1,000 to 5,000 lbs. lighter than other tractors of its class due to advanced design and simplified construction.

Because of its efficient power plant and its light weight, the Wallis delivers to the drawbar 50 per cent more power than other tractors of the same rating. It uses a third less fuel.

Your customers will want the Wallis tractor because it is cheapest in the final cost analysis. It costs less per acre plowed and less per year of service. This has been proved repeatedly in actual service tests on farms everywhere.

As distributors, our advertising campaign in all the Western Canadian farm journals is centering tractor interest on the Wallis. This means increased sales for Wallis dealers. We invite correspondence from dealers where the Wallis is not sold in a big way. Ask for literature and our interesting proposition.

J. I. Case Tractor Plows

Light draft in a tractor plow means heavy sales. What the power farmer wants is a tractor plow of light draft that will do his work without costly strain and "drag" that eats up fuel and strains the tractor. The J. I. Case Tractor Plow is the product of 50 years' specialized plow building experience. This plow rides on its wheels like a vehicle instead of dragging like a stoneboat. Furrow bottom drag and landside pressure are eliminated. Plowing is speeded up. The farmer saves time and money. Dealers should enquire for full particulars regarding this durable and efficient plow.

The CANADIAN FAIRBANKS-MORSE CO. Limited

SASKATOON

WINNIPEG

CALGARY



We Manufacture and Distribute:

Type "Z" Stationary Engines—Fairbanks-Morse Combination Threshing Outfits—Light Tractor Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers—Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems—Pumps—Pump Jacks—Washing Machines, etc.

PARTICULARS GLADLY FURNISHED ON ANY ITEM

The Model "G" Happy Farmer Tractor Has Four Wheels

During Winnipeg Bonspiel the new model "G" Happy Farmer tractor, distributed by the Gasoline Engine & Tractor Co., Winnipeg, attracted considerable interest during its daily drives through the streets of Winnipeg.

Remarkable flexibility is a feature of this new model, which retains all the distinctive features found in the model "F" Happy Farmer. The steering apparatus is of the automobile type, generally speaking, although differing materially in that the two wheels are not turned at the same angle, but instead are able to travel at right angles to a line drawn from the center of the hub of either drive wheel, upon which the tractor is pivoted in making the short turn, to the center of the hub of either guide wheel. Thus the tractor is able to make an absolutely square turn, the same as the Model "F," three-wheel machine. The front axle has a wide range of oscillation, enabling either of the front wheels to clear an obstruction twenty-three inches in height without lifting the other wheel from the ground. Only four turns of the steering wheel are required to turn the tractor squarely around

in either direction, the foot brakes at the same time being applied to the right or left differential, as desired.

The same simple and efficient mechanical oiling system is retained, and the kerosene burning motor which the company says has held the average low record throughout the past year for fuel consumption. In fact, the Model "G" is identical with the Model "F," except that the pipe member of the frame is placed in the center, and the new front axle carries two guide wheels, which are carried on Hyatt roller bearings, tracking with the inside of the two rear drive wheels, and the application of a different type of steering device, as previously stated. The result is that the Model "G" is said to be able to do many things that can be accomplished by no other four-wheel tractor so far constructed.

Furthermore, a perfect line-drive device has been perfected by which the Model "G" tractor may be driven from the seat of any horse-drawn implement or vehicle, binder, manure spreader, etc., even from the top of a load of hay. The tractor may be stopped or started by a pull of the lines, and may be turned at any angle desired by the driver, in any direction. The principle is sim-

licity personified, thus carrying out the ideas of the designers which have always characterized this remarkable tractor.

Tractor Concern Forms West Canadian Connection

Geo. Godereau, representative of the Hession Tiller & Tractor Corporation, of Buffalo, N.Y., recently spent some time in the West arranging wholesale representation for the output of his company. It is understood that the company have made distributing arrangements with the Williams Motor Co., Winnipeg, the Veteran Mechanical Farming Co., of Weyburn, and the Well Tool & Machinery Co., of Calgary. Initial orders for 120 machines have been placed by these companies.

The Hession corporation formerly called their tractor the "Hession." They have changed its name to the "Wheat" tractor, and on radiator, fuel tank, and fenders the machine will bear as its emblem a ripened wheat head. The "Wheat" tractor is a four-wheel machine adapted to either farm or road use. It has been very popular in United States territory.

Warren Heads Company

W. C. Warren, formerly assistant manager of the Minneapolis branch of the J. I. Case Plow Works, has organized the Warren-Burgess Co., with head-

quarters at East Grand Forks, Minn., to handle the jobbing agency for Wallis tractors and J. I. Case power farming machinery in part of Minnesota and North Dakota.

Avery Students' Note Book

We have received from the Avery Company, Peoria, Ill., a copy of their new students' note and text book. This book contains an outline of the Avery instructor's talk and blank pages for notes on the instructor's talk so that the student can keep this book and refer to it from time to time.

The book is well illustrated by line drawings showing cross sections of the Avery motor and fully describing the cycle of operation in an internal combustion engine. A wiring diagram is shown, and valve timing explained in a very concise and informative section. Part assembly and adjustments, valve grinding, cylinder wall removal and lubrication are also covered in departments; while very complete instructions are given on the magneto. Interested dealers can obtain a copy of this book from the nearest branch of the Canadian Avery Co., Winnipeg, and Regina.

Gas Engine Convention

The twelfth annual convention of the National Gas Engine Association will be held at the Hotel Sherman at Chicago, Monday and Tuesday, June 2 and 3.

Appointed Sales Agents

Arrangements have been made between the J. I. Case Plow Works, the Wallis Tractor Co., and Fairbanks-Morse & Co., Chicago, whereby the latter will handle Wallis tractors and J. I. Case tractor plows in the states of New York, New Jersey and Pennsylvania. The Fairbanks-Morse people have been distributing these lines in Canada for some time.

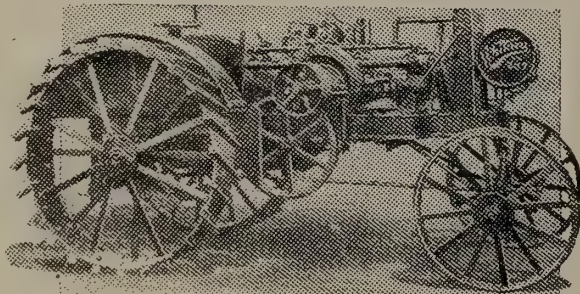
Super-Optimism Dangerous for the Dealer

The trouble with most merchants who fail is that they are too optimistic. The man who feels that success is just around the corner, and who persuades his creditors to continue to ship goods after his available capital is exhausted, is a confirmed optimist; but if he has nothing else to back him up he is pretty sure to be on the outside looking in before he gets through. Still, do not indulge in pessimism for its own sake.

A MONEY-MAKING OPPORTUNITY FOR RESPONSIBLE TRACTOR DEALERS

9-18 H.P. **WHITNEY** 9-18 H.P.

Weight
3000 lbs



2-3
PLOW

Write
Now

The Whitney tractor will handle two plows in any soil, three under favorable conditions. Great reserve power for drawbar and belt work. Powerful, sturdy, simple and durable. Built by a company who have been manufacturing tractors for over fourteen years. We want dealers who can handle good-sized territory. The Whitney sells, stays sold, and gives years of satisfactory service. Our price is right.

DEALERS: CONSIDER THESE SPECIFICATIONS

FRAME—The frame is built of 5-inch channel steel, spring hung in front; broad wheels, flat spokes; driver's seat is spring mounted within easy reach of all lever controls.
MOTOR—5½-inch bore; 6½-inch stroke. Two cylinders opposed. 18 H.P. on belt R. P. M. 750.
CONNECTING ROD BEARINGS—2¼-inch x 2½-inch.
MAIN BEARINGS—2¼-inch x 4½-inch.
LUBRICATION—Madison Kipp Automatic Force Feed Oil.
RADIATOR—Modine Spirex.
CIRCULATION—Rotary Pump.
CARBURETOR—Bennett.
IGNITION—Dixie High Tension Magneto.
CLUTCH—Contracting band, easily and quickly adjusted.
BRAKE—On rear axle drum.
FRONT WHEELS—30-inch x 5-inch.

TRANSMISSION—Selective type. Three speeds forward, 1¾, 2½, 4. Gears cut steel, hardened. Timken roller bearings. Dust-proof, oil-tight housing.
DRIVE WHEELS—48 inch diameter, 10 inch face. Extension angle lugs regular equipment.
GASOLINE CAPACITY—9 gallons.
WEIGHT—3,000 pounds, complete with lugs and equipment.
DRAWBAR—Adjustable.
POWER—9 H.P. on drawbar. 18 H.P. on belt.
TURNING RADIUS—11 foot.
WIDTH—56 inches. LENGTH—123 inches.
HEIGHT—58 inches. WHEEL BASE—82 inches.
PULLEY—11 inches diameter, 6¾-inch face.

Manufactured by The Ohio Manufacturing Co.,
Address all Enquiries to Export Department, Upper Sandusky, Ohio.
CHIPMAN LIMITED, Managers.
8-10 Bridge Street - - - - - NEW YORK, N.Y.

*Hundreds of
Thousands*

of WEBSTER'S NEW INTERNATIONAL

DICTIONARIES are in use by business men, engineers, bankers, judges, architects, physicians, farmers, teachers, librarians, clergymen, by successful men and women the world over.

Are You Equipped to Win?

The New International provides the means to success. It is an all-knowing teacher, a universal question answerer.

If you seek efficiency and advancement why not make daily use of this vast fund of information?

400,000 Vocabulary Terms. 2700 Pages. 6000 Illustrations. Colored Plates. 30,000 Geographical Subjects. 12,000 Biographical Entries.

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Write for specimen pages, illustrations, etc. Free, a set of Pocket Maps if you name this paper.

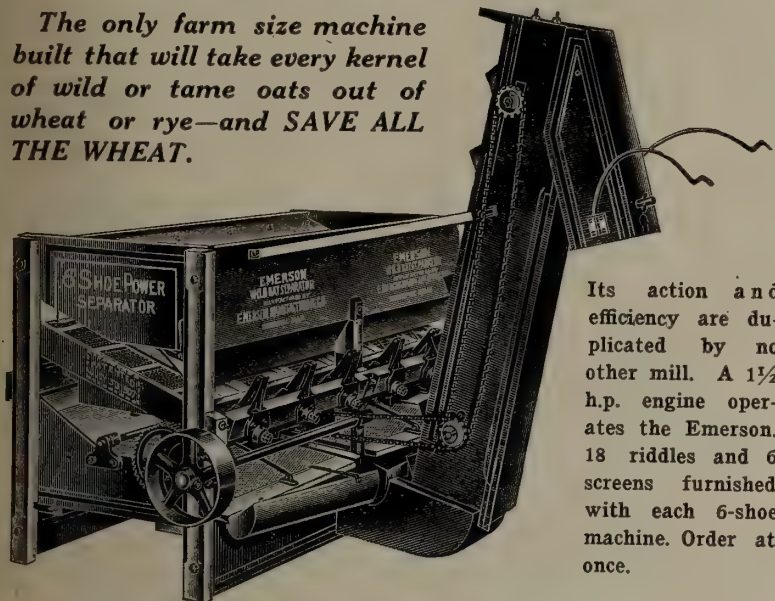
G. & C. MERRIAM CO.,
Springfield, Mass.

Perfect Seed---Bigger Crops

ARE POSSIBLE TO EVERY OWNER OF THE

EMERSON Wild Oat SEPARATOR

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Its action and efficiency are duplicated by no other mill. A 1½ h.p. engine operates the Emerson. 18 riddles and 6 screens furnished with each 6-shoe machine. Order at once.

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Made in Two Sizes—3 and 6—Shoe

WE SHIP THE DAY ORDER IS RECEIVED

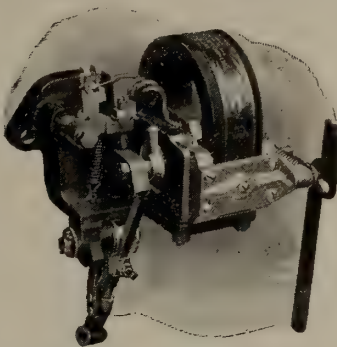
EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.



Good Ignition, A Necessity!



Remember—"If it isn't a WEBSTER Tri-Polar, it isn't a Real Oscillator."

BEFORE the introduction of Webster Tri-Polar Oscillators, there were plenty of good gas engines but none was dependable or reliable.

Faulty ignition had retarded the growth in popularity of the internal combustion engine.

Then came the Webster Tri-Polar Oscillator.

Its success was instantaneous. It leaped to the front—the envious position it now holds.

This new type ignition met the needs of the industry so thoroughly that to-day it is accepted as the standard ignition for Gas Engines.

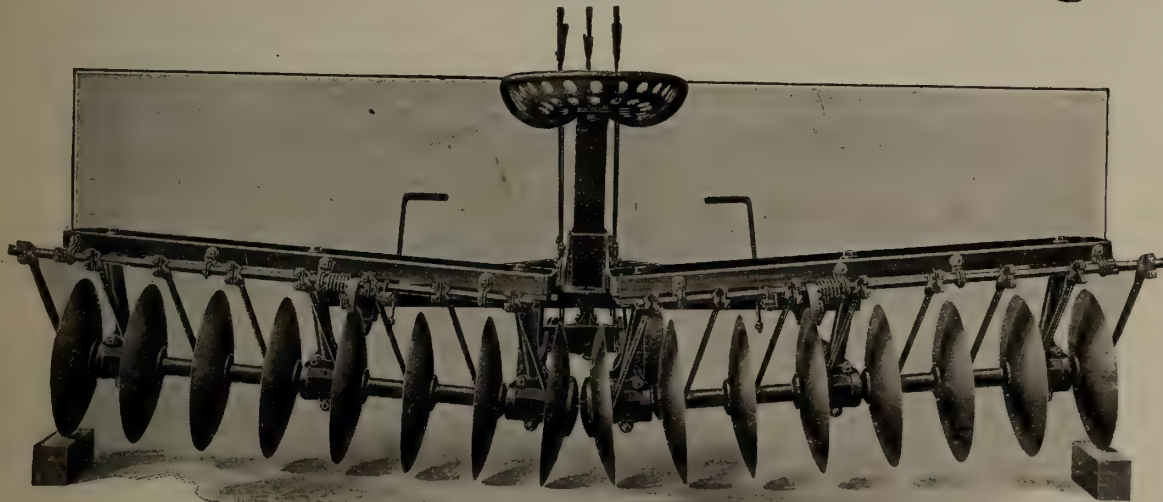
Whether you are a manufacturer, jobber or dealer, protect your prestige by equipping the engine you make or sell with the Webster Tri-Polar Oscillator.

WEBSTER ELECTRIC CO.
RACINE, WISCONSIN.

WEBSTER TRI-POLAR OSCILLATOR

An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.

The Third Lever On Deering Disk Harrows



rides the set lever bars and holds the gangs firmly in whatever position they are set. Think what such a disk would do to a hard, stony patch of ground, or in a draw caused by the dead furrow. It would make a uniform seed bed that could not be secured with the ordinary floating type of disk.

Let your customers once see this feature and understand what it means to them, and you can move a good big stock of Deering disks, to say nothing of the spring-tooth and peg-tooth harrows, cultivators, etc., that make up the full line of Deering tillage tools.

International Harvester Company of Canada, Limited

BRANCH HOUSES

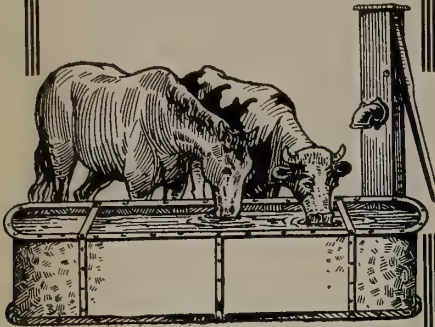
WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

THE third lever is a depth regulator. This is what happens when it is pulled entirely back. The inner ends of the gangs are forced downward, while the outer ends remain in their original position. When set in this way, the gangs are just as rigid as ever because the adjustable snubbing block

DEALERS

If you have not compared the MANITOBA wood pump with others you should do so before ordering your Spring stock. Tubing furnished in any lengths up to 16 feet without joints. Our cylinders, buckets and all other parts are interchangeable with all other makes of wood pumps.



LARGE CAPACITY EASY PUMPING LONG LIVED

ASK FOR PRICES

Territories open for 1919 contracts on Wood Pumps and other goods as follows:

Iron Pumps; Gasoline and Kerosene Engines; Windmills; Feed Grinders; Roller Crushers; Saw Frames; etc. A postcard will bring full information. See large display Advt. on page 8 in this issue.

Manitoba Engines, Ltd.
BRANDON - - - MAN.

Say you saw the advertisement in Canadian Farm Implements. It helps identify you.

The Grain-Saving Wind Stacker

According to tests made by the manufacturers, the Indiana Manufacturing Co., Indianapolis, Ind., the Sharpe grain-saving wind stacker for threshing machines saves, on an average, 3 per cent more grain than is ordinarily saved by a separator not equipped with it. Any standard make of separator can be equipped with the grain-saving wind stacker, with good results, and many of the well-known makes of separators are now carrying it as part of their regular equipment.

This device was designed to save kernels which are wasted by faulty adjustments of the sieves, improper regulation of the blast, undue speed variation, climatic conditions, or by careless hand feeding—these being some of the unfavorable conditions under which separators are run at times.

The grain-saving stacker has another important advantage: because of its unlimited capacity and grain-saving qualities, the threshing machine can be crowded to the limit with the assurance that grain will not be carried into the straw stack, but will be saved for the farmer. The grain-saving wind stacker is the most important improvement in threshing machines developed during the past quarter of a century.

The device consists essentially of (1) a set of steel grates placed in the wind stacker hopper near the fan drum and forming a grain trap; (2) an auxiliary

blast tube and nozzle directing a blast across the grates for keeping them clean, also to assist in separating and trapping the kernels which would go into the straw stack and be wasted; (3) an auger to convey the saved material back into the thresher tailings-auger, whence it is returned to the cylinder; (4) and a device for driving the auger.

The drive of the grain-saving auger is by chain from the tailings-auger shaft on thresher. This mode of drive avoids all high speed chains.

The grates forming the grain trap in the bottom of the hopper are located at a point where grain that is deposited in the wind stacker must pass on its way to the fan drum to be carried to the stack, but, instead of being permitted to enter the eye of the fan and become lost in the straw stack, which has always been the case, the grain is trapped and saved by these grates and is carried back to the tailings-auger of the separator by means of the auger mentioned.

U. S. Automobile Exports Last Year

During the year 1918 France purchased more commercial automobiles from the United States than any other country, buying 3,356 cars worth \$12,920,029; England came second with 2,080 cars for \$5,999,541; and Canada third with 1,596 cars, valued at \$2,035,464.

Canada was the largest buyer of American passenger automobiles, purchasing 8,543 cars for \$7,141,406. Canada leads also in the purchase of parts of motor cars, not including tires and engines, with \$11,617,494 worth of material. These figures from Washington therefore show that for trucks, passenger cars and automobiles Canada paid the United States during 1918 the large total of \$20,794,364.

Cravath Now Vice-President

The Hession Tiller & Tractor Corporation, of Buffalo, N. Y., manufacturers of the "Wheat" tractor, announces the election of L. B. Cravath as vice-president of the corporation. Mr. Cravath, after twelve years' experience in the tractor and implement business, joined the Hession organization a few months ago as sales manager. His initiative and ability were quickly recognized, and he was made general manager, a position he so capably filled that he was recently chosen a director and elected by the board as vice-president. Mr. Cravath is well known to the trade, as having formerly been connected with some of the largest farm implement concerns in the United States.

The tractor farmer makes a double profit now; he makes the same profit as the horse farmer over horse cost of production and an extra profit because his cost of production is less with a tractor.

HANDLE "CHRISTIANSEN" HARROW and PACKER PLOW ATTACHMENTS

A LINE IN DEMAND IN EVERY TERRITORY

Thousands of our plow harrow and packer attachments are in use. These implements permit harrowing or packing at the same time as plowing—saving labor—conserving all available moisture—and making a perfect seed bed at the right time.

Seager Wheeler, the World's Wheat Champion, in an unsolicited letter, writes us:

"I have tried out the P.P. Mulcher, and it's a dandy. It is an improvement over the other styles of packer attachments. Anyone plowing without one of these attachments is behind the times.

All styles of packer wheels fit the same frame. Our patent dust-proof, always lubricated axles reduce draft. Filled for the season before shipping. Patented hitch—no side draft.

The Famous Western Pulverizer, Packer and Melcher

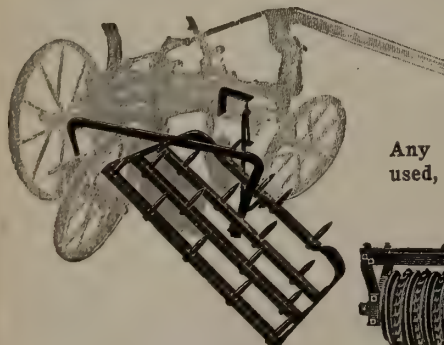
No implement equals its efficiency in rolling standing grain, or for treating summer-fallow. It absolutely prevents soil blowing and retains the moisture for the growing crops by forming a perfectly compacted surface.

Any desired number of sections can be used, in any formation.

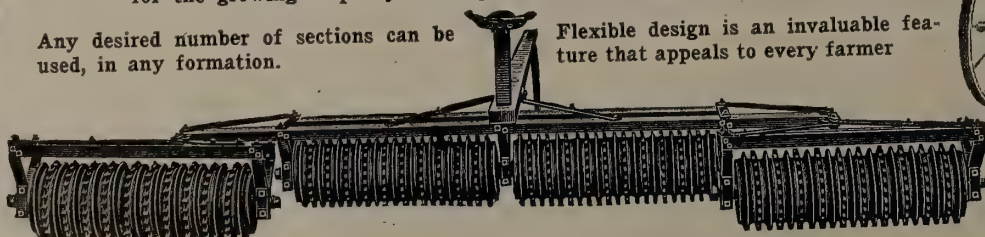
Flexible design is an invaluable feature that appeals to every farmer



HARROW READY FOR OPERATION



HARROW TILTED FOR HANDLING ON THE ROAD

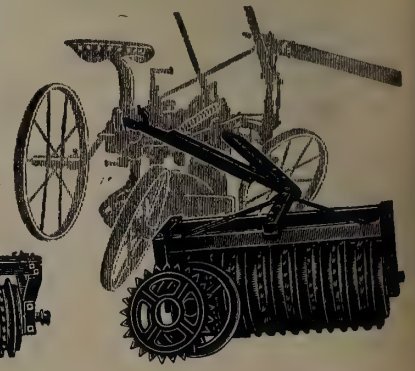


GET DEALERS PROPOSITION

ASK FOR CATALOGUE AND PRICES



AS A SURFACE PACKER



—OR A MULCHER

CHRISTIANSEN IMPLEMENTS, LIMITED, 303 OWENA ST. WINNIPEG

There's Only One Tractor Backed by a Written Guarantee to Burn Kerosene

Many are the claims, verbal promises, and near guarantees for the kerosene burning capabilities of tractors, but there is only one tractor with which goes a fair and square *written guarantee* that it will burn kerosene—not part of the time under certain conditions, but *all the time, under all conditions and at all loads to its full rated power*. This tractor is the famous Rumely Oil Pull.

And the Oil Pull has used low grade kerosene for fuel, successfully and economically, ever since the first Oil Pull was built, 'way back at the start of the industry. That's the fuel it was designed for and it's built from the ground up to use it.

You have seen for yourself how rugged and

substantially built the Oil Pull is—the dependability and long life that have been proved by years of continuous work under every condition a tractor can go up against. The first Oil Pulls made are still on the job and good for many seasons more.

Remember, streamline 'bodies and handsome fittings mean nothing in a tractor. You want to sell—and your customers want to buy—a tractor for what it has done, not for what it looks like or what it *may* be able to do.

An Advance-Rumely dealer is now able to supply his trade with an Oil Pull in sizes to pull from 3 to 10 plows—a size to fit every need and all built on the *proved* superiority of Oil Pull design and construction.

ADVANCE-RUMELY THRESHER COMPANY, (Inc.)

La Porte, Indiana

Calgary, Alta.

Regina, Sask.

Saskatoon, Sask.

Winnipeg, Man.

ADVANCE-RUMELY

The Efficiency of the Modern Tractor

Tractor farming marks another stage in the evolution of farm machinery for there must be a change in the general farm implements used. When a man buys a tractor he finds he gets the best service from it if he uses with it a plow that is especially designed to be pulled by a tractor. If he attaches his horse-drawn plows, he finds the hitch unsatisfactory and furthermore the parts are not heavy and rigid enough to withstand the increased draw bar pull due to the tractor, and the tools soon fail. The wearing surfaces of horse-drawn implements, such as mowers and grain binders, have not been so carefully calculated as those of modern tractor tools. Take the bearings, for instance. The steady grind hour after hour to which a tractor subjects a machine is not present with horse-drawn implements because horses must rest and, in so doing, give the bearings a chance to remain cool and allow sufficient lubrication. Because of this, tractor farm implements ought to be specially designed to withstand this constant and increased load, and, of course, this will mean more serviceable, yet more expensive farm machinery.

Let us consider, in a brief way, the economics of the modern tractor. It is not fair this year to con-

sider the first cost. The cost of materials, especially the kinds used in tractors, and the cost of labor have increased so much that to give an average price would be difficult. The tractor of to-day is higher in price than ever before for two reasons:

(1) It follows the general trend of all material costs;

(2) Cheap tractors give poor service and higher grade materials and excellent workmanship mean less trouble in the field and a longer life for the machine.

It has been the natural evolution for tractors to cost more and more even in normal times. There are only a few tractors on record the price of which has been reduced after a few years on the market. The history of most tractors is to require better materials and added improvements so that the price gradually rises.

A question that naturally arises in tractor costs is the depreciation of the life of the tractor. Here is a question which does not seem to be readily answered. There is no reason why, with proper care, a modern high-class tractor should not last for eight years and do at least 100 days' work a year, including both belt and draw-bar work. No matter how long the life of a tractor, at the end of its period of usefulness it

has considerable value as scrap. Some farmers who have used their tractors for a considerable time find that, even if they are worn too much for plowing and such work, they can be used to drive belt machinery. Up to the present tractors have not averaged eight years, neither have they been run 100 days a year. According to an investigation by the United States Department of Agriculture in the corn belt, the statement is made: "The average of the estimates of about 200 owners of comparatively new tractors in Illinois as to the time their outfits will give satisfactory service is eight years. These estimates, of course, can not be accepted as of much value for they are probably overestimates." This same investigation gives the average number of days a tractor is used, per year, as 68.

The number of days a year that a tractor can be used, depends upon the amount and nature of the work, the soil conditions and upon the weather. For example from Nebraska, from an investigation of rainfall in Nebraska, extending over a period of 15 years, the writer found that a tractor could be used 172 days. If the tractor works only 68 days a year, when it could work 172, if there were work to be done, it has a time efficiency of 36 per cent, which is low. The encouraging thing, however, is that there are many cases on record of farmers who use their tractors at least 100 days a year and after eight years are still getting good service.

The Cost of Repairs

The cost of tractor repairs is a very difficult figure to arrive at. It depends upon the care and attention the tractor receives and the nature of the work. For the first year many manufacturers furnish some repairs so that it is probable that the repair bill will not be more than 1½ per cent of the original cost of the tractor. The second year it will be twice this and from then on 4 per cent would be a fair charge.

With these figures as a basis, let us consider the cost of power per day for plowing, because plowing is a typical function. From the replies of a number of farmers in the Middle West, the amount of gasoline fuel required per acre for plowing is 2.6 gallons, whereas nine other farmers report that they use close to 2.5 gallons of kerosene per acre. To this figure must be added, possibly, one-fifteenth of a gallon of gasoline per acre, used for starting purposes. During the past season, the writer plowed with a kerosene burning tractor and averaged very close to three gallons of kerosene

to the acre in very tough plowing. The amount of gasoline used per day for starting purposes was roughly one gallon. General tractor practice requires the use of one gallon of lubricating oil to approximately 20 gallons of fuel. Seven tractor owners reported they used 0.15 gallon of oil per acre plowed. From a number of inquiries, the average number of acres plowed per day per 14 in. wide plow bottom, was 3.4.

Construction Improved

We wish to point out the mechanical progress that is being made on tractors at the present time. In the first place, the makers are using higher grade materials than ever before, even if they are difficult to procure because of the war. The material is purchased on specification and must meet requirements or it is not accepted. Shafting is made of a high grade of steel and then heat-treated for toughness, or is case-hardened. By heat-treating, we mean the steel is heated to a given temperature point and then tempered in oil; by case-hardening the steel is heated in a case containing material such as charcoal, charred leather, or crushed bone, which gives up its carbon to the steel and makes the latter hard. Both of these methods insure great strength and wearing ability.

With plain bearings a special high grade of phosphor bronze is used which insures smooth running and ability to withstand wear. In all important bearings which have to carry heavy loads and are given severe service, anti-friction ball or roller bearings are being used. This eliminates much friction and also insures, even with less attention, a longer life. Steel castings are being more generally used. These insure great strength, but at the same time can be made light. Gears are now machined by having the teeth machine-cut and thus do away with the power losses, due to rough cast teeth, which were prevalent in the days gone by. Closer limits on the machined surfaces are followed, and the general workmanship in the machine shop and assembling department is much improved.

International Will Build

The International Harvester Co., Regina, will erect plant costing \$1,000,000 at corner of Sixth Ave. and Broad St., operations to commence as soon as present quarters can be disposed of. The company report that their greatly increased trade necessitates a change as regards accommodation.



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.



DEALERS: Increase Your Profits by Selling

"JUMBO" GRAIN PICKLERS

Sell on sight in any territory. All metal construction; efficient, compact and rigid. Capacity, 125 bushels per hour. Five bus. hopper, seven gallon tank. No pipes to clog. Turns over and treats the grain perfectly. \$18.00 f.o.b., Winnipeg or Regina.

Liberal Discounts to Dealers
ORDER AT ONCE

WINNIPEG STEEL GRANARY AND CULVERT COMPANY, Ltd.
WINNIPEG REGINA

Twice The Work-Half The Expense



MOLINE UNIVERSAL TRACTOR

Because of increased production we are able to make prompt deliveries of Moline-Universal Tractors now. This condition may not prevail a month from now, and if you want to get in the tractor business this year get in touch with us now, while tractors can be had and while there is still some territory unassigned.

The Moline-Universal Tractor is easier to sell than any other tractor. It does a greater variety of work, and saves more man and horse power than any other tractor.

In addition the Moline-Universal Tractor is being advertised consistently and convincingly in all the leading farm papers. Moline-Universal Tractors are half sold before they reach you.

The Moline-Universal Tractor contract also covers a complete line of Moline-Universal Tractor implements, which will make you added profit without increase in overhead expense.

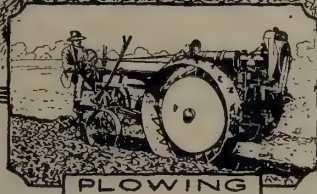
The Moline-Universal Tractor agency is ideal for the business man who wishes to get into a profitable and substantial business.

Distributors for Canada:

Willys-Overland, Limited

West Toronto, Ontario

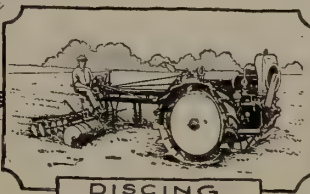
Manufactured by Moline Plow Co., Moline, Ill.



PLOWING



CULTIVATING



DISCING



MOWING

The Damage to Agriculture in France and Belgium

At this time last year over 8000 square miles of French soil was in the hands of the Germans. About three-quarters of this area is tillable, and most of the balance good hay and pasture land. The ten invaded and now liberated departments of France produced in 1913 nearly four hundred million

dollars' worth of crops, the average yield of this land being about 32 bushels of wheat to the acre.

It is estimated that 250,000 acres are now rendered uncultivable by the war. To get some idea of the number of agricultural implements that will be needed a list was made by an engineer of the French Ministry of Liberated Regions. To replace the losses, France will require ap-

proximately the following: 51,000 side-hill plows, 33,000 other plows, 56,000 cultivators, 30,000 mowing machines, 115,000 farm wagons, 88,000 harrows, 50,000 rollers, 48,000 hoes, 36,000 seed drills, 13,000 fertilizers, 16,000 beet extractors, 21,000 winnowing machines, 18,000 horse rakes, 32,000 reapers and binders, 53,000 root cutters, etc.

The loss of horses has been 60 per cent; of cattle 55 per cent, and of pigs 55 per cent. The loss in wheat amounts to 1,300,000 acres. The total damage to the soil, to live stock, to crops, to forests, implements, etc., is estimated at \$2,000,000,000.

What Belgium Needs

In considering the agricultural machinery requirements of Belgium, the commission investigating gives the total in tons weight. The figures follow: Plows (single), 40,000; Plows (2 or more shares), 20,000; skimmers, scarifiers and cultivators, 20,000; harrows, 75,000; ordinary rollers, 20,000; disc rollers, 10,000; horse hoes, 10,000; potato plows, 10,000; seed drills, 2,000; reapers and binders, 2,000; mowers, 2,000; horse forks, 2,000; horse rakes, 2,000; winnowing machines, 50,000; root cutters, 10,000; chaffers, 15,000; churns, 50,000; carts and vans, 100,000.

Motor Truck Haulage Analyzed

According to reports from the U.S. Department of Agriculture, motor trucks are very largely used by farmers in that country. These trucks are usually only one to two-ton capacity, and in many districts are made over passenger cars. In some cases light wagons are attached as trailers to ordin-

ary passenger cars, and the produce marketed in that way.

According to the figures given, the estimated cost for hauling in wagons from farms to shipping points averaged in 1918 about 30 cents per ton per mile for wheat, 33 cents for corn, and 48 cents for cotton; for hauling in motor trucks or by tractors the averages are 15 cents for wheat or corn, and 18 cents per ton-mile for cotton.

Motor truck hauls in 1918 from farm to shipping point averaged 11.3 miles, while wagon hauls averaged 9 miles; and a motor truck made 3.4 round trips per day over its longer route of 11.3 miles, while wagons made 1.2 round trips per day over the 9 mile distance.

The cost of wagon haulage of wheat a ton-mile was lowest in the Pacific states, 22 cents. In the Northern central states it averaged 29 cents. In the latter area the cost of motor truck haulage of wheat was 14 cents per ton-mile. Last year the farmers of the United States used 78,789 motor trucks for haulage purposes.

Rumely Literature

The Advance-Rumely Thresher Co. Laporte, Ind., have issued a special folder illustrating and describing the new 12-20 h.p. Oil-Pull tractor. This tractor, it is stated, will handle three 14-inch plows and drive a 22-inch cylinder separator. The new 12-20 is a smaller edition of the larger sized Oil-Pulls. It has two cylinders, 6 by 8-inch, with a belt pulley speed of 560 r.p.m. The frame is of very strong construction. The Secor-Higgins system of oil combustion is used, high tension magneto ignition, and an impulse starter being provided. Accessibility and ease of operation are strong features in this new machine, which should be a very popular model in its class.

In a catalog newly out the company give a very complete description of the Rumely Oil-Pulls in sizes 16-30, 20-40, and 36-60 h.p. This catalog is finely illustrated, showing the component parts of these tractors. The details of construction are given in a clear and convincing manner, and the book is embellished by fine plates showing the tractors in actual colors. A section also deals with Rumely power and hand lift engine plows, and Grand Detour tractor plows. Rumely power lift plows are made in 4, 5, 6 and 8 bottoms.

The reason that some men accomplish more than others is that they attempt more.

A Tractor Built for Real Service

The "GRAY" turns Deep, Even Furrows



Get the opinion of the dealer who is selling the Gray Tractor before making any decision. Our list of dealers may include one near you. If not, we give the following facts which are fully explained in our illustrated booklet on the Gray Tractor with the wide drive drum.

18 H.P. at drawbar.

36 H.P. at belt—power there.

All working parts enclosed and running in oil bath—protection there. Direct drive, no bevel gears, no differential—economy—no waste energy.

Heat treated, nickel chrome steel shafting (drop forged, heat treated gears)—strength and quality there.

Hyatt & Timken heavy duty roller bearings.

Waukesha 4-cylinder motor.

BUT WRITE US FOR THAT BOOKLET.

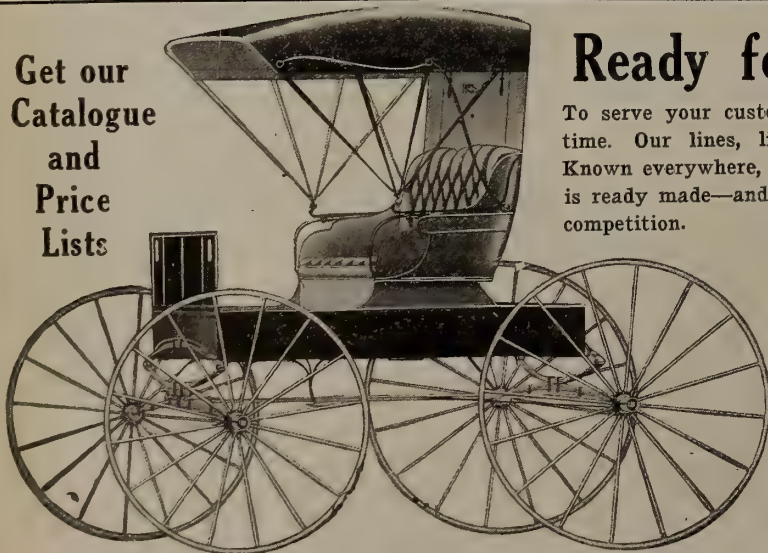
GRAY TRACTOR CO. OF CANADA Ltd.

307-309 ELECTRIC RAILWAY CHAMBERS, WINNIPEG

Alberta Distributor:

M. D. PEEVER, 24 Mason & Risch Block, 8th Ave. W., Calgary, Alta.

Get our
Catalogue
and
Price
Lists



Conway Line Buggies Munro & McIntosh Buggies
Heney Harness and Blankets Viking Cream Separators
Woodstock Wagons and Sleighs Ford Commercial Bodies in all types

HANDLED EXCLUSIVELY IN SASKATCHEWAN BY

THE BERT CONWAY ESTATE, Box 33, Regina, Sask.

Ready for Spring Business?

To serve your customers you want the right goods at the right time. Our lines, listed below, are each a leader in its class. Known everywhere, they are quick, profitable sellers. The demand is ready made—and our prices meet any competition.

WE GUARANTEE
PROMPT
DELIVERY FROM
STOCK AT
REGINA

A LETTER
WILL BRING
YOU FULL
PARTICULARS
AND PRICES



GREGG WAGON AND IMPLEMENT WOODS

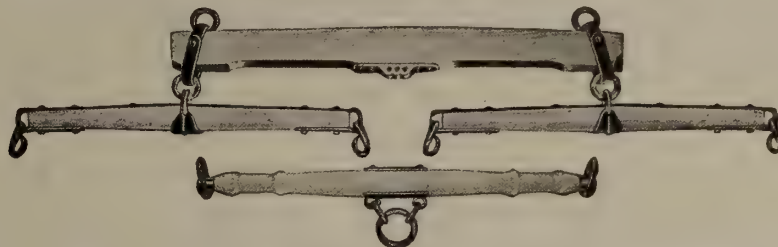
LEADERS IN VALUE, MATERIALS, QUALITY, FINISH. IN DEMAND EVERYWHERE

DEALERS:

**"If it Comes
from GREGG
it Must
be Good"**

We have one of the largest stocks of Hickory, Rock Elm, Maple and other Hardwoods carried in Canada — especially selected for our requirements.

Using only the best woods, we spare no manufacturing expense to make Gregg wagon and implement woods a line the dealer can handle with pride and profit. Always ask your Jobber for Gregg products.



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS



FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT



FOUR HORSE HITCHES—JUST WHAT FARMERS WANT



NECKYOKES—HICKORY, VARNISHED or WHITE

Ask for latest catalog and prices, and specify GREGG goods when you order

Gregg Manufacturing Company Ltd.

Winnipeg, Manitoba

We Manufacture:

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners. WAGON HARDWARE Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

*Gregg Goods are
Absolutely Guaranteed
Against Defective Materials and Workmanship*

Lincoln Tractor

Two - Three Bottom Size

Lever Action Raises Third Bottom Clear

Strictly a one-man outfit. Note rear lever and quadrant. This lever lifts the third, or outside, bottom clear whenever operator desires, making a perfect TWO-BOTTOM outfit, without a moment's delay. The third bottom can be quickly attached or detached if necessary. This is a feature in the Lincoln Tractor Plows your customers will appreciate. Crank adjusting and furrow levers are easily operated from the tractor. The hitch on the Lincoln gives a wide range of adjustment vertically or horizontally. Rigid construction permits backing. Equipped with safety pin-break.

Great Strength

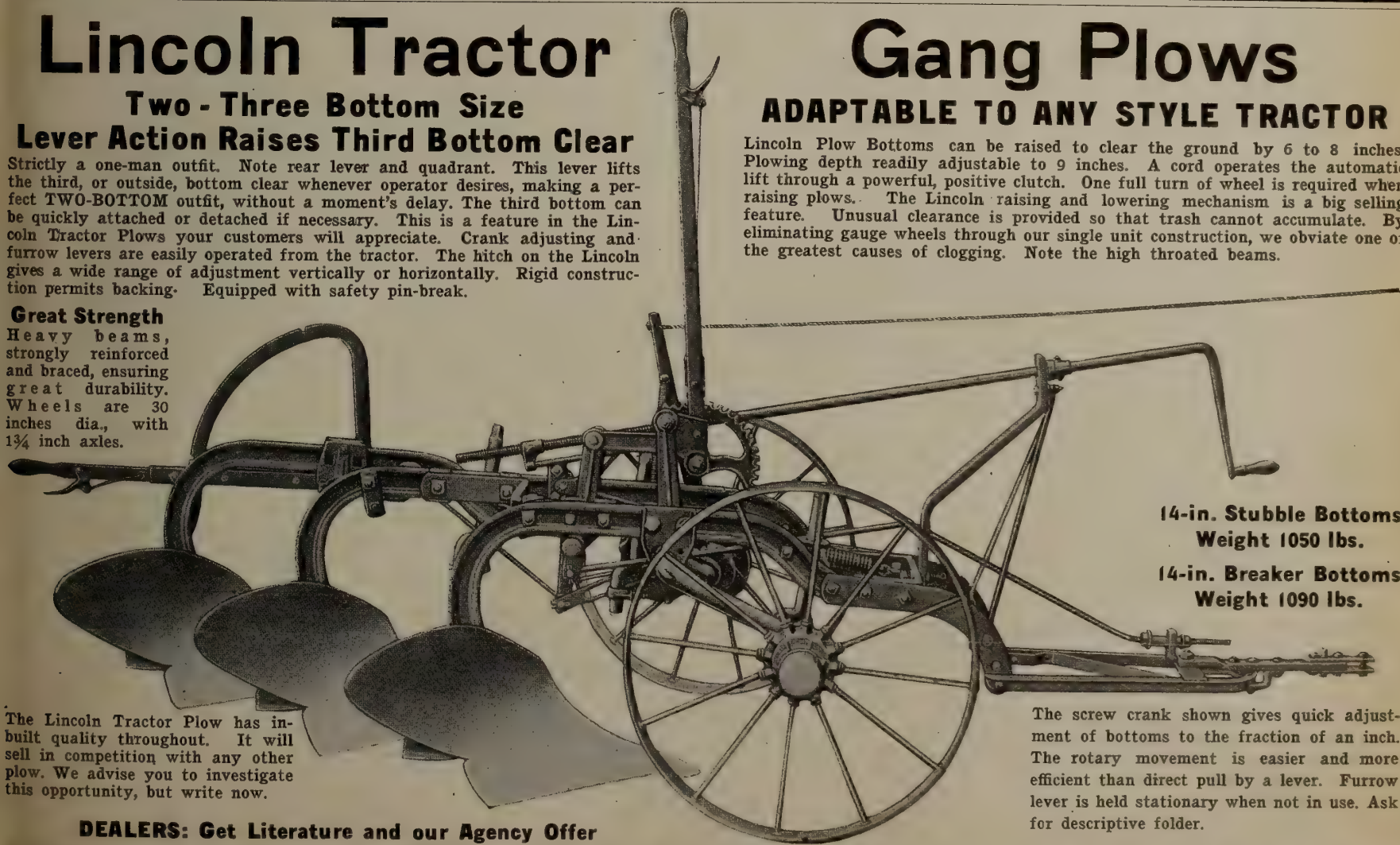
Heavy beams, strongly reinforced and braced, ensuring great durability. Wheels are 30 inches dia., with 1 3/4 inch axles.

The Lincoln Tractor Plow has in-built quality throughout. It will sell in competition with any other plow. We advise you to investigate this opportunity, but write now.

Gang Plows

ADAPTABLE TO ANY STYLE TRACTOR

Lincoln Plow Bottoms can be raised to clear the ground by 6 to 8 inches. Plowing depth readily adjustable to 9 inches. A cord operates the automatic lift through a powerful, positive clutch. One full turn of wheel is required when raising plows. The Lincoln raising and lowering mechanism is a big selling feature. Unusual clearance is provided so that trash cannot accumulate. By eliminating gauge wheels through our single unit construction, we obviate one of the greatest causes of clogging. Note the high throated beams.



14-in. Stubble Bottoms
Weight 1050 lbs.

14-in. Breaker Bottoms
Weight 1090 lbs.

The screw crank shown gives quick adjustment of bottoms to the fraction of an inch. The rotary movement is easier and more efficient than direct pull by a lever. Furrow lever is held stationary when not in use. Ask for descriptive folder.

DEALERS: Get Literature and our Agency Offer

CUSHMAN MOTOR WORKS OF CANADA, Limited, Whyte and Vine Streets, Winnipeg

Change of Policy in Sale of Briscoe Cars

F. N. McDonald, Western manager of the Canadian Briscoe Motor Co., and Carriage Factories Ltd., announce that effective March 4th dealers for Briscoe cars at all points in the West may now purchase their cars from the following factory distributors:

Dealers in Manitoba and Eastern Saskatchewan, from the Western factory branch at 156 Princess St., Winnipeg. In Central and Western Saskatchewan, from the Auto Service Co., Regina and Saskatoon. In Southern Alberta, from the J. F. Stone Motor Co., Calgary. In Northern Alberta, from J. R. N. Cooke & Co., Edmonton. In British Columbia, from International Motors, Vancouver. This new policy, states Mr. McDonald, will be greatly to the advantage of both the Briscoe dealer and Briscoe owner. A complete line of repairs for all Briscoe models will be carried at the factory branch, 156 Princess St., Winnipeg, and also at the Western distributors above named. A complete stock of cars will be carried in Winnipeg to meet the demand through distributors and dealers.

In Manitoba territory alone three expert service men will be available for dealers and users, these experts being specially appointed for this work. From the selling end in Manitoba, three trained Briscoe salesmen will co-operate with the dealers in increasing the demand for this popular automobile. The Western factory branch is now, so equipped, says Manager McDonald, that it is in a position to offer a highly efficient service to the trade. Dealers who wish to secure representation for the Briscoe are invited to communicate with the distributor in their territory. A large demand for this popular car is anticipated, and the factory is in a position to give immediate delivery.

Cushman Selling Tractor Plow

Manager A. E. Donovan, of the Cushman Motor Works, of Canada, Winnipeg, announces that the Cushman organization now offer the implement trade a complete power farming line. The company already handle the Lincoln separator for light tractor use, and the well-known Macdonald tractor, for which they are Western Canadian distributors.

They have now added to their line the "Lincoln" light tractor

plow, a two and three furrow plow of excellent design, which is being built to their special requirements. This plow is of solid construction, weighing over one thousand pounds. It has a singularly effective design in that by the operation of a lever the third bottom can be instantaneously raised clear, transforming the machine from a three-furrow to a two-furrow plow. There are two front wheels, and no rear wheel, the beams, axles and bracing following the highest standards in plow design. The power lift, actuated by a trip rope, is quick in action, while the bottoms have a high and level lift, giving exceptionally good clearance. A rigid hitch permits backing, and the patented hitch attachment is such that a wide variation in the line of draft is quickly procurable. The depth adjustment can be regulated by the tractor operator at will. The "Lincoln" tractor plow is strong enough for use with any tractor, and it should be a good addition to the power farming line of the Cushman dealers throughout Western Canadian territory. Full particulars regarding the "Lincoln" plow can be obtained from the Cushman Motor Works, of Canada, Winnipeg.

Turner Catalog Ready

The Turner Manufacturing Co. announces that its new 1919 tractor catalog is now ready for distribution. Dealers and distributors interested in tractors will gladly be supplied with a copy on writing to the Turner Manufacturing Co., Port Washington, Wis., or to the Western Canada distributors, the Turner Tractor Sales Co., 195 Portage Avenue, Winnipeg.

Refining Plant for Regina

The Continental Oil Company, Regina, announces that it will erect a refining plant in that city at a cost of a million dollars. Options on a possible site have been secured in North Regina, on a 40-acre tract. While construction will not be completed this year, sufficient work will be done to proceed with the distillation of crude oil. The crude oil will be brought from the Wyoming oil-fields to Regina by a pipe line, and the plant will be expanded as necessary to take care of the rapidly expanding business of this company in Saskatchewan.

The small lines often pay the biggest net profits.



SAVES
GRAIN
MEN,
TEAMS,
TIME
AND
MONEY

LOWERS THE
COST OF
HARVESTING

ATTENTION DEALERS

With your tractor you must sell a Thresher of proven value, so as to complete your power farming line.

"NEW ERA" SEPARATORS

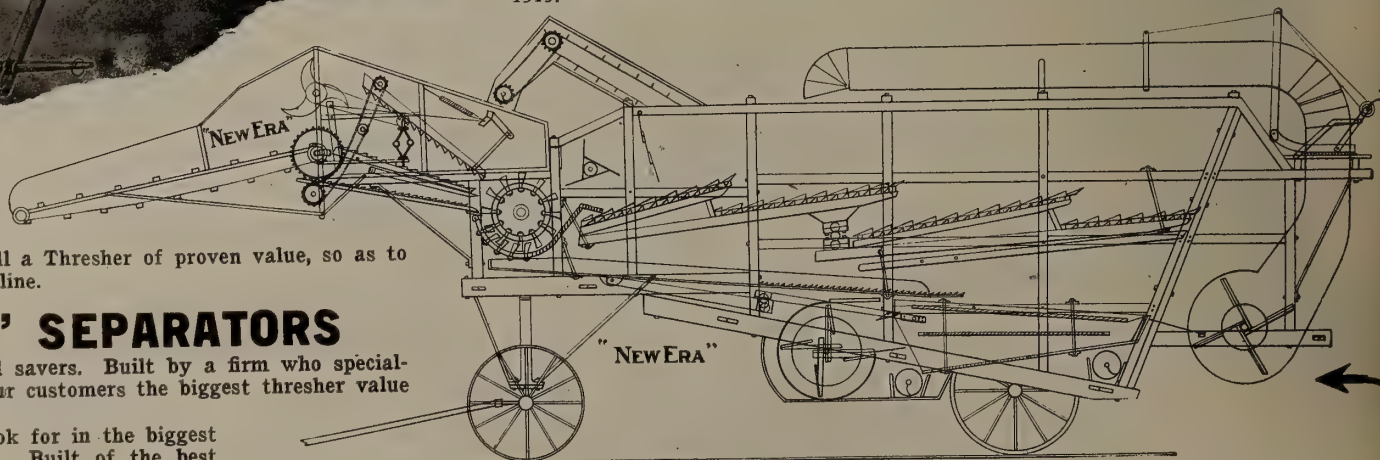
Guaranteed grain threshers and savers. Built by a firm who specialize in this line. They offer your customers the biggest thresher value on the market.

Have every feature you can look for in the biggest and highest priced separators. Built of the best materials and strong enough to stand the pull of any power tractor. Large capacity. Close separation—large cylinder and big grate surface. Thresh without waste in any kind of grain. Do clean work—the kind that gets no dockage. Easy to operate. No vibration—all moving parts well balanced, ensuring long life and service.

**DEALERS: Get the Agency for the "NEW ERA" Line
NEW ERA COMBINATION LOADERS—NEW ERA CULTIVATORS
STEWART SHEAF LOADERS—NEW ERA THRESHERS—All Sizes**

Business Getters and Prosperity Builders

Stewart Sheaf Loaders are proven by every test to be the most efficient loaders on the continent. They help the farmer when high priced help is hard to get. Throughout the war they released man power for our armies and saved grain to feed humanity. With present grain prices your customers must have clean fields. The enormous aggregate loss in any district due to hand pitching can be eliminated by the Stewart Sheaf Loader. They replace an average of FIVE MEN in every outfit and pick up all the grain, even the loose heads around the stooks. Now is the time to contract for 1919.



New Era Separators are made in the following sizes: 20x42, 24x46, 28x50, 32x56 and 38x64

Write for full particulars and literature

THE STEWART SHEAF LOADER CO., LTD.
470 MARTIN AVENUE :: :: WINNIPEG, MAN.

TURNER Simplicity



What Greater Selling Satisfaction? Than—

- to sell a tractor that *has* made good on all kinds of jobs on all sorts of farms
- to know that the tractor will save money for your customer. That its per-acre, per-day, per-year cost will be down to bed rock
- to feel that when you send out a tractor that it will not only start well, but will keep it up—that it has built-in endurance
- to know that every tractor sale nets you a handsome profit.

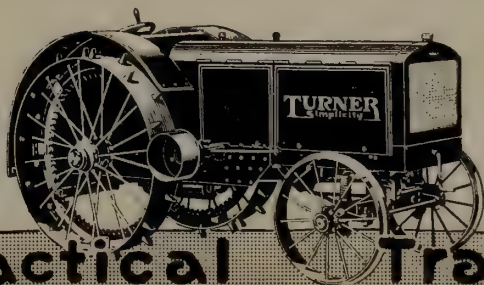
All this selling satisfaction is found in the Turner Simplicity Tractor.

It is significant that the Turner Simplicity Tractor is being distributed by such representative firms as—

Turner Tractor Sales Co., Winnipeg, Man., Can.; Maxwell's, Ltd., St. Mary's, Ont., Can.; Eug. Julien & Co., Ltd., Quebec, Que., Can.; Capitol Motor, Edmonton, Alb., Can.; P. J. Downes & Co., Minneapolis, Minn.; P. J. Downes Motor Co., Kansas City, Mo.; Lininger Imp. Co., Omaha, Neb.; Sears Automobile Co., Des Moines, Iowa; Magnetic Motors Corp., Chicago, Ill.; Chambers Motor Sales Co., Toledo, Ohio.

Write for full information and territory open to-day. Opportunities are ripe now.

THE TURNER MFG. CO., 215 Lake St., Port Washington, Wis.



The Practical Tractor

Fine Equipment Display at Dairy Show

The success of the first Western Canadian Dairy Show held in the Board of Trade Building, Winnipeg, from Feb. 17 to 22, far outshone even the most sanguine expectations of the promoters. The gentlemen who are responsible for this event had worked continuously for nine months preparing for the event. We trust that the 1919 show is simply a start, and that every year in Winnipeg we will see such expositions of dairy equipment and supplies, for the value of these exhibitions in placing all that is latest in this type of equipment before the farmers is of inestimable benefit to every branch of the dairy supply trade.

During the period of the show thousands of farmers and their families, who were in Winnipeg to attend the annual agricultural conventions, and to participate in the general good time inseparable from the annual Bonspiel, visited the large hall of the Board of Trade Building. The layout of the various exhibits was ex-

cellent. On the galleries at the sides of the hall the annual soil products' exhibition was held. All the booths and exhibit spaces were tastefully decorated, and the whole amphitheatre formed a most

Now that our Dairy Show has come and gone, we trust that next year we will see even more exhibits, and that this may become one of the great annual events in the West from the

exhibited their poultry and stock foods.

The R. A. Lister & Co. (Canada), Winnipeg branch, had on view one of their Lister-Bruston electric lighting plants for farm and home use, 40-light capacity. They also had in operation a Lister Universal battery plant of 25-



Where Two or Three are Gathered Together—the Owner may Require a New Cream Separator

artistic scene. Of especial interest to the farmer were the eight pure-bred cows, all big registered producers, who were milked twice daily by mechanical milkers. The crowds at this event testified to the keen interest the farmer has in the modern mechanical milker. As well as dairy machinery and supplies, the various firms showed a great variety of machinery for farm use; lighting and water systems were prominent, and electrical specialties to sell in relation with the lighting plant were a big feature. While part of the exhibits were machinery for creamery use and factory size machines, there were units that directly appealed to the man with the small herd.

farmers' standpoint. Praise should be accorded to the officials who labored to bring the event to so successful a conclusion. All the firms who exhibited were more than pleased with the business done during the days of the show, while a great many prospects were obtained. The dealers throughout the territory should be directly benefited by the increased interest in modern dairy equipment resulting from this exhibition. The following firms had their lines on view at the show:

List of Exhibitors and What They Showed

The Anker-Holth Mfg. Co., Port Huron, Mich., showed a line of their cream separators with self-balancing bowls. These separators are made in four sizes, with capacities of 350 to 800 lbs. The company are now arranging for distributing this line in Western Canada.

The Somerville Paper Box Co., London, Ont., showed a line of their containers for butter and dry powders.

Petrie Manfg. Co., Winnipeg, had on display a full line of the Magnet cream separator in all sizes.

The Sheet Metal Products Co., Winnipeg, in a nicely-arranged booth, showed their Made-in-Winnipeg line of milk and cream cans, also general utensils for dairy use. Knock-down pails and cans showed the type of construction.

W. H. Stone Coy., Winnipeg,

light capacity, alongside of which ran a 3 h.p. Canuck engine. A Melotte cream separator, 500 lbs. capacity, and a Premier cream separator, 350 lbs. size, were also on view.

The Hinde & Dauch Paper Co., Toronto, showed their butter boxes and ice cream cartons.

Robinson-Alamo, Ltd., Winnipeg, had on view Alamo unit direct connected electric lighting plants in 100 and 120-light sizes. This company showed an Empire milking machine in single and double unit types, and a display of Empire cream separators in 350 and 450 lbs. capacity.

The Toledo Scale Co., Winnipeg, showed a line-up of their creamery and butter scales, parcel post and store scales, etc.

The Western Canada Motor Co., Winnipeg, had in operation a Lalley electric lighting plant, 80-light capacity. They also exhibited a line of churns, washing machines, etc. A feature of this stand was the 1914 model Gray-Dort automobile.

The Twin City Separator Co., Winnipeg, showed several units in the Bull Dog line of grain cleaning machines. These included a 24-inch separator with bagger and three and twelve-roll wild oat separators.

Davis-Watkins Mfg. Co., of Chicago, showed a line of their large dairy machinery, churns, testers, etc.; also machinery for ice cream manufacture.

The Canadian Milk Products

PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607

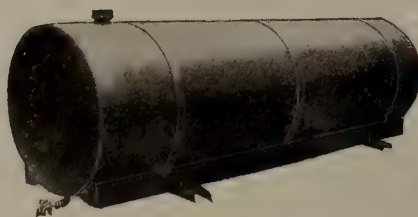
19-6th Street Brandon, Man.

MAX

Wagon Oil Tank

BUILT TO LAST AND GIVE
SATISFACTORY SERVICE

One Piece Construction
All Seams Welded
Faucet
Capped Filler Hole



WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

P.O. Box 3006 F.I. 119

Winnipeg, Man.

Farmers Need This Tool



Hungry Europe cries for food and is willing to pay well for it. This is the hour of opportunity for American farmers. But to increase crop production, farmers must start their crops in better seed beds. That's why farmers need an

Acme

PULVERIZING HARROW

"The Coulters do the Work." They make high-priced seed and fertilizers go further and produce more. In picture and print we are telling the "ACME" story to the farmers of *your* community through the columns of their favorite farm papers. This makes it easy for you to close sales and secure profits. If you haven't already nailed down your territory for the coming year, *now* is the time to do so.

Write for our dealer proposition. Be sure to ask about the new "ACME" *Disc* Harrow.

DUANE H. NASH INC.

107 ELM STREET

MILLINGTON, N. J.

GENERAL AGENTS:

JOHN DEERE PLOW CO.

WINNIPEG

REGINA

CALGARY

SASKATOON



KEEPING 'A FLORIDA ORCHARD CLEAN WITH AN "ACME"

J. I. CASE

PLOWS



BUILD YOUR BUSINESS ON A QUALITY LINE!

WHEN you sell a line of implements, such as the J. I. Case, you are associating your name with a quality line that is **WELL-KNOWN**—therefore sells easier and makes you a bigger profit.

The J. I. Case tractor plow is the result of almost a half century of specialized experience. It is famous for light draft.

In this plow the costly "drag" of furrow bottom and land-side pressure has been eliminated. It "rides" on its dust-proof, easy-lubricating, long-distance wheels instead of dragging like a stone boat. Permits plowing more acres per day; plowing deeper; with less fuel expense. There are also features which insure long life; perfect work; and make it the easiest of all plows to handle.

Your name—coupled up with the J. I. Case name—plus J. I. Case advertising and splendid selling features, should prove a money-making combination without equal. Your correspondence is invited.

J. I. CASE PLOW WORKS

245 W. Sixth St. Racine, Wisc., U.S.A.

Sold by The Canadian Fairbanks-Morse Company, Ltd., Winnipeg, Saskatoon and Calgary.

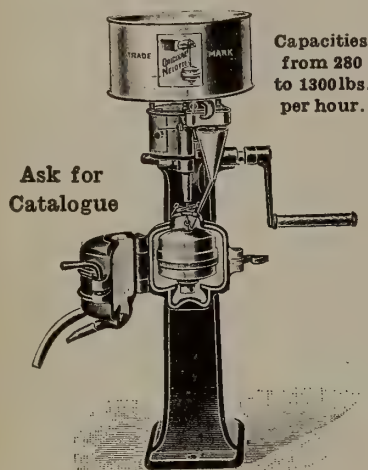


NOTICE—The Supreme Court of Wisconsin has decided that our plows are the "ORIGINAL CASE PLOWS" and that we are entitled to the exclusive use of the word **CASE** on all plows and tillage implements, and in all catalogues and advertisements of same.

Notice by any other concern regarding **CASE** plows is given because of this Supreme Court order, that our rights and the rights of the public may be protected.

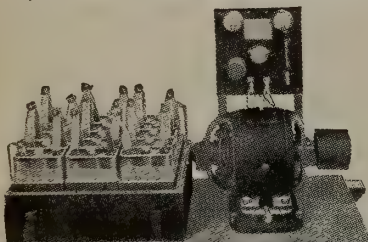
MELOTTE CREAM SEPARATORS

have a reputation for close skimming that is second to none. Dealers should get full particulars of this line at once. You can do a big, profitable business in this line. Get a sample on your floor.



Ask for
Catalogue

The "Melotte" is easily driven, easy to clean, strong, durable, and skims absolutely clean. It is the best separator to sell, because the best the farmer can buy.



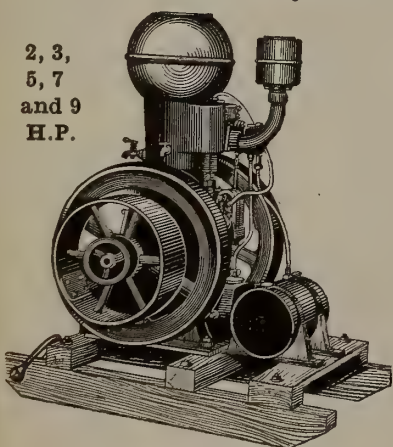
Lister Storage Battery Electric Lighting Plants

Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in four sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

LISTER ENGINES

BRITISH BUILT—BRITISH QUALITY

2, 3,
5, 7
and 9
H.P.



Durable, only the best materials. Shipped complete with skids. High tension ignition. Automatic fuel feed; force feed lubrication. Very low fuel consumption. Steady running.

OUR LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Electric Lighting Plants—Grain Grinders and Crushers, Combination Threshers, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pump Jacks, Pumps, Power Pumping Outfits, etc.

GET OUR AGENCY OFFER

R. A. LISTER & CO.,
(CANADA) LIMITED

WINNIPEG

Toronto

Montreal

Co., Winnipeg, had on view their line of milk products.

The Emerson Manufacturing Company, Winnipeg, showed their wild oat separators in three and six-shoe sizes; also a single sieve "kicker."

The Gasoline Engine & Tractor Co., Winnipeg, had on view one of the new Model G Happy Farmer tractors, 12-24 h.p., a recent type of this tractor. They also showed the Beeman Garden tractor, a 1½ h.p. machine for garden and orchard use, with attachments for cultivating row crops.

Thos. Davidson Mfg. Co., Winnipeg, showed their tinware pails, dairy cans, coolers, dairy utensils, etc.

The Canadian Lightning Arrester & Electrical Co., Brandon, had on view their Townsley ventilators for barn use, an especially efficient system. They also displayed the Townsley lightning protection system with models, showing how barns and houses should be rodded.

The Dairy Branch of the Manitoba Department of Agriculture had a miniature farm set up demonstrating how lighting and heating equipment, and water supply systems should be installed.

The De Laval Dairy Supply Co., in a large and attractively decorated exhibit space, had lined up ten models of the De Laval separator, from the smallest up to a 1200 lb. machine. The company also showed their Alpha pasteurizers, churns and butter workers. De Laval emulsers, milk clarifiers and other lines were on view; also Alpha gasoline engines in 1½ and 3½ h.p. sizes. The leading center of attraction at the De Laval exhibit was the new De Laval milking machine which was in operation. The light teat cups, alternating action, and relay pulsator system were demonstrated by a corps of De Laval salesmen. Mr. Dow, of the De Laval Co., was one of the officials in charge of the Dairy Show.

The Fred Sager Co., Winnipeg, showed a combination grain cleaner and grader.

The Alberta Dairy Supplies Co., Edmonton, showed their creamery and cheese factory machinery, as made by the J. G. Cherry Co., Cedar Rapids, Ia. They also exhibited in operation the B-L-K milking machines and Simplex separators. These milkers are made in one and two-cow units.

J. B. Ford Co., Wyandotte, Mich., showed a line of cleanser material.

The Northern Electric Co.,

Winnipeg, showed their automatic lighting plants in ¾, 1 and 2 K.W. size, operating from 35 to 100 lights, Northern Electric water systems, vacuum cleaners, washers, and a full line of electric motors from 1¾ to 8 h.p. were also on view.

Farrell & Weir, Winnipeg, showed their dairy and ice cream manufacturing appliances.

McClary Mfg. Co., Winnipeg, had displayed a complete line of their pails, cream cans, etc.

The Breen Motor Co., Winnipeg, showed the Delco-Light plants in 1¾ and 3 K.W. sizes. These plants were producing current which operated motor-driven washers, churns, etc. A feature of this exhibit was the Delco water system, a remarkably compact type for farm use operated by a motor pump.

The Canadian Ice Machine Co. had their compressors and ice-making machinery on view.

Caledonian Box & Mfg. Co., Winnipeg, showed their line of butter boxes in all sizes.

As well as the exhibits in the hall, the following concerns had their lines on view in the general exposition in the building:

Standard Sales Co.—Lighting plants for farm use.

D. Ackland & Son—Plow and implement woods, wheels, rims, shafts, spokes, etc.

George & McCuaig—Automatic gravity picklers.

Stewart Sheaf Loader Co.—One of their new rotary cultivators for weed eradication.

Advance-Rumely Thresher Co.—The 12-20 Oil-Pull tractor.

J. I. Case T. M. Co.—The Case 10-18 gas and oil tractor.

General Utilities Co.—Port Huron 12-25 tractors, tractor attachments, and Ronald-Smith cultivators.

Canada Ingot Iron Co.—Road scrapers, shovels, graders, road plows, culverts, etc.

Canadian Concern to Manufacture Tractor-Tiller

The Scientific Farming Machinery Co., Minneapolis, has closed a contract with the Park Foundry & Machinery Co., at Oshawa, Ont., for the manufacture of the "Once-Over" tiller and the "Princess Pat" tractor tiller in Canada. The Oshawa concern will make all machines for export. Mr. Frank Park acted for the Canadian company, the money involved in the deal being approximately a million dollars.

A report states that the Oshawa plant has recently been rebuilt and enlarged. The main group of

buildings are 228 by 127 feet, of reinforced brick construction. There is 1½ acres of land available for expansion of the plant.

The "Once-Over" tractor-tiller is a complete outfit which furnishes its own power. It has a tractor body mounted on two drive wheels, to which are attached a plow frame or any other implement. A vertical rotary tiller head is attached behind the plow, being operated by a drive from the engine. It is claimed for this machine that it plows, discs and harrows the soil at one operation. The company state that the plows, tillers, seeders, etc., can be detached in eight minutes, and the tractor part of the machine used for haulage. The rear wheel is adjustable so as to line up with the right front wheel.

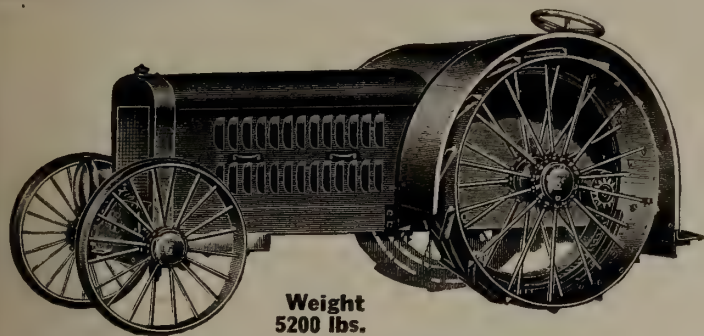
"Little Giant" Tractors Demonstrated

During Winnipeg Bonspiel, N. J. Dinnen & Co., Winnipeg, distributors for "Little Giant" 16-22 h.p. tractors, had one of these machines largely in evidence on the streets of the city. At their service station, 49 Harriet St., they gave daily demonstrations to dealers and farmers, showing the ease in operation and adaptability of the "Little Giant." In the showroom in the service station a "Little Giant" was shown disassembled so that visitors had an opportunity of seeing the excellent quality of materials and fine finish of the machine work of these tractors. Very favorable comment was made by visitors regarding the construction of these machines, and their light running qualities due to the 29 roller and ball bearings embodied in the design.

From Feb. 17 to March 1 J. L. Boyd, Regina, distributor for the "Little Giant" conducted a tractor school at his showrooms, Rose and Dewdney Sts., Regina.

I. H. C. Man Goes to Australia

H. N. Ross, formerly assistant manager at Saskatoon for the International Harvester Co. of Canada, left last month for Australia. In the island continent he will assume an important position with the International organization under M. J. Rodney, the company's representative in that country. Mr. Ross was at one time assistant to Mr. Rodney at Winnipeg, and before going to Winnipeg as assistant manager was cashier at the Edmonton branch. His many friends in Western Canada will be glad to hear of his promotion to the Australian division.



Weight
5200 lbs.

FEATURES THAT ENSURE SALES

All steel design—highest grade materials.
29 Hyatt roller and ball bearings. Compare with others.
Shock absorber on drawbar.
Superheated steam fed to carburetor, giving perfect vaporization of kerosene.
Three speeds ahead, $2\frac{1}{4}$, 3 and 6 miles per hour; one reverse $1\frac{1}{2}$ miles per hour. Develops over 3,500 pounds at $2\frac{1}{4}$ miles per hour plowing speed, equal to the pull of 12 to 14 big horses.
All parts housed and run in oil, and are machine finished, equal to a high-priced automobile.
Least vibration of any tractor made. Runs so lightly that one man can push its 5,200 lbs. along an even surface.

While we receive shipments steadily, the demand for the "Little Giant" will easily exceed the supply. We advise you to get our agency offer if you wish to get real tractor value and net profits.

MANUFACTURED BY
"LITTLE GIANT" COMPANY, MANKATO, MINN., U.S.A.
(For 42 Years Makers of "Little Giant" Power Hammers)

Western Canadian Distributors:

N. J. DINNEN & CO., Limited
WINNIPEG, MAN.

"LITTLE GIANT"

16-22 H.P.

The Standard of Tractor Perfection

Real tractor value—real tractor satisfaction—includes several essentials of supreme importance to the dealer in choosing his tractor.

The "LITTLE GIANT" has each of these essentials—Drawbar Pull, Performance, Dependability, Durability and Economy in operation.

Since the first "Little Giant" was built, eight years ago, this tractor has proven its value by the service it gives. The name "Little Giant" has acquired big value in the eyes of the tractor prospect.

Throughout the war, when tractors were called upon for excessive service, when repairs were hard to get, the "Little Giant" stood up to the job, delivering maximum drawbar power continuously. Owners and dealers had no repair trouble—for the "Little Giant" is so mechanically perfect that it gives year in year out service with fewer repair requirements than any other tractor.

Three-point Spring Suspension

Note the wonderful flexibility and rigidity of frame.
Design eliminates all strain, and gives great durability.



That Drop, Drop, Drop

THIS Illustration shows the famous McCORMICK DOUBLE DISK MARKER, with one Disk so drawn that the front seed delivery can be seen. The seed is dropped with precision and regularity in front of the disk bearing and goes directly to the bottom before any dirt can fall into the furrow.

It is this steady drop, drop, drop at the right time to the right depth that gives a uniform stand, because it gives the seed such a good chance to stool out from a strong root system that will collect plenty of moisture and plant food.

A McCormick drilled field can be identified at once by the evenness of the stand and absence of bare spots and bunches.

Seed costs too much money to be wasted by broadcast seeding or by using a wasteful drill. McCormick drills waste no seed.

Write the nearest branch house about a McCormick drill contract. You can get exactly the style and size best suited to the needs of your customers' farms.



McCormick Drill. Front Seed Delivery

International Harvester Company of Canada, Limited

BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

The New Twin City "12-20" Tractor

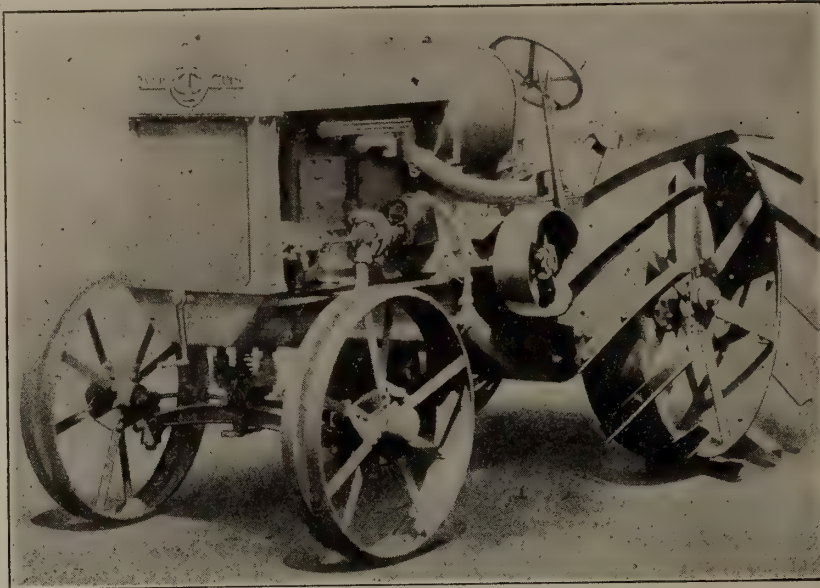
One of the features at the National Show at Kansas City was the new "12-20" tractor of the Minneapolis Steel & Machinery Company with its four-cylinder, 16-valve-in-the-head engine. This is the first tractor to appear with this new type of power plant, and visitors to the show found the latest addition to the Twin City family of more than ordinary interest.

As dealers throughout Western Canada are well acquainted with the "Twin City" line, a description of the new "12-20" will not be out of place. In describing the motor of this new model, the company report that so far as is known this is absolutely the first tractor to be produced with a 16-valve-in-the-head motor. In explaining the construction of this engine, they say:

This special 16-valve-in-the-head engine means maximum power on a lower fuel cost. The two exhaust valves take off all burnt gases so quickly that there is nothing to interfere with the quick and easy inflow of fresh fuel from the double valve area of the two intake valves. This means

that the fuel mixture in the combustion chamber is pure gas, and that the chamber is completely filled, so that the explosion naturally produces more power. It also means, claim the manufac-

the tractor is rated at 12-20, its engine actually develops 35 h.p. on kerosene, and 40 h.p. on gasoline at 1000 r. p. m. per minute, which is the controlled speed of the engine. Other features of



The Twin City "12-20" H.P. Tractor—a New Model

turers, freedom from troubles that arise from an overheated engine, because it is the presence of burnt gases in the chamber that produces this overheating with pre-ignition.

The company state that while

this engine are a pressure feed oiling system, and a force feed water circulation controlled by a thermostatic valve. There is a sealed and enclosed governor control that holds the engine at 1000 r.p.m., so it cannot race.

Those who examined the new "12-20" at the National Show were surprised to find how quickly and easily access could be obtained to any part of the engine, and as the cylinder head is removable, grinding valves and cleaning the combustion chamber are simple operations. The removable cylinder sleeve, and the counterbalanced crank shaft (to reduce vibration, as well as wear and tear on bearings) are among other important features.

As will be seen from the illustration, the general appearance of the new Twin City 12-20 indicates unusual strength and durability. Careful design, first-class materials and heat-treated parts show an excellence in manufacture found in all the units of this tractor line. The company, with years of experience behind them in the tractor industry, have built their new model from actual field experience. The Minneapolis Steel & Machinery Co. are now manufacturing the 12-20 Twin City on a production basis. Dealer connections are being made, and as this size of tractor is eminently fitted for the Western Canadian demand the company anticipate a keen interest in the "12-20" by dealers in this territory. The Western Canadian branches of the Minneapolis Steel & Machinery Co. are located at Winnipeg, Regina and Calgary.



SELL WATSON'S HARROW CARTS

Enables the farmer to ride while harrowing. Light, yet strong and durable. The driver always faces the team. Seat set high, out of dust. Wheels have 3-inch concave steel tires—cannot collect dirt. Swivel axle design allows cart to turn with harrow. Removable boxings in wheels.

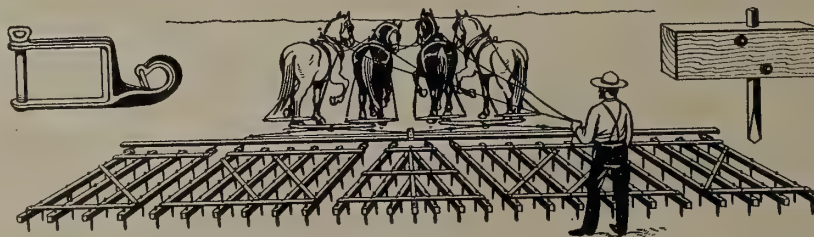
JOHN WATSON, MFG. CO. AYR, ONTARIO, CANADA

WHEEL HEIGHT
34 inches

There's a big demand for our carts in any territory. Write us for full particulars. Order your supply now.

WATSON'S BOSS WOOD HARROWS GET DEALERS THE BUSINESS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes—78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet. We also manufacture Boss Lever Harrows.



STOCK GENUINE MOLINE "ACME" SHARES

Get our prices first. Don't worry about duplicate shares for Moline Plows. ACME soft centre shares give perfect wear and can be sharpened any number of times. They are the original SOFT CENTRE share and place the Moline plow in a class by itself. ASK FOR PRICES.

THE WATSON LINE OF QUALITY GOODS:

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Wood Boss Lever Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
		Pump Jacks
	Harrow and Packer Attachments for Plows	
	Hand and Power Washing Machines	"Viking" Cream Separators

Ask for Particulars on any Item

John Watson Mfg. Co.

311 CHAMBERS STREET, WINNIPEG, MAN.

New Distributors for Plow Man Tractors

The Interstate Tractor Co., Waterloo, Iowa, manufacturers of 13-30 and 15-30 Plow Man tractors, announce that the Northern Implement Company, Winnipeg, have been appointed as the Manitoba distributors for these machines. Further distributors recently appointed are the following:—

The Miller-Ray Motor Company of Denver, Colo., distributors of the Kissel car, will look after the interests of the Plow Man in Colorado, Wyoming, New Mexico and a few counties of western Nebraska and western Kansas.

Green & Gardner, of Indianapolis, Ind., will distribute Plow Man tractors in the State of Indiana, with the exception of a few northern counties. These people have made a distinct success in the tractor field with machines of another make, but will now push the Plow Man.

Mary had a little lamp, it was well-trained, no doubt; 'cause every time that John came in, the little lamp went out.

E-B Return to Harvester Business

The recent action of the Emerson-Brantingham Implement Co., of Rockford, Ill., in taking over the Osborne line of harvesting machinery, recalls the fact that the Emerson-Brantingham Company was, years ago, engaged in the manufacture of harvesting machines, and that Ralph Emerson, founder of the company, was among the most consistent patrons of the inventors of the time.

In 1854, with Manny & Co., Mr. Emerson went into the manufacture of combined reapers and mowers. These machines, called "harvesters," had little resemblance to binders of to-day. In 1860 Mr. Emerson formed a new company, and put upon the market the Burson wire-binder attachment, and in 1861 twenty-five of these attachments were sold. In that year the Reaper trial was held at Dixon, Ill., at which these grain "binders" made quite a sensation.

The success of the Emerson-built Manny reaper with the Burson binder led to the building of 1,100 of these machines in 1863. Later Burson invented a knotter to take the place of the wire twister on his binding mechanism, and in 1865 Mr. Emerson, to meet this innovation, imported machinery and began manufacturing binder twine. Owing to the destruction of this factory by fire, it was decided to discontinue the manufacture of harvesters.

It is, therefore, interesting to observe that with the union of the Osborne line to the E.-B. line we have a resumption of harvester manufacture by the Emerson interests, who were pioneers in harvester development in the early days of the industry.

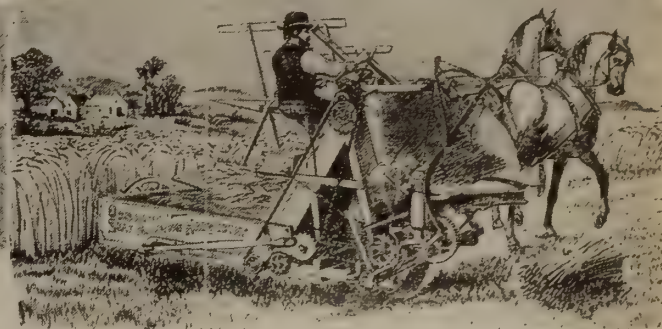
The Antiquity of Service

In the dim dawn of the world's civilization each member of the human race did everything for himself. He made his own weapons, hunted his own food, fought for his own life, and so on. Presently men began to find that they could use animal skins for covering. They became specialists! One fellow was more adept at making spears than another. The latter could make better fur covering than the spear expert. Finally the skin tailor went to the spear maker and said, "You make me a spear and I will make you a suit."

There and then began the principle on which civilization depends—the division of labor. Men who did one thing very well began to do that all the time and ex-



Reproductions of Old Prints, showing original Harvester Machinery



change the results of their work for the work of others. After a while, this man or that man began to see that he could get another to do work for him in exchange for some article on which he had put his own labor. Then the principle of exchanging service for things was first applied. Later on, it got

to be burdensome for traffic to be carried on in the things actually exchanged and somebody invented money, the universal medium of exchange.

The principle that service is valuable as well as an actual commodity was discovered later and service is simply a higher form of

exchange than money. Service imposes a higher duty on the man who serves than on the man who merely sells. In lines where service is a vital necessity, as in the implement business, the buyer expects and gets a value for his money found in no other lines of whatever nature.

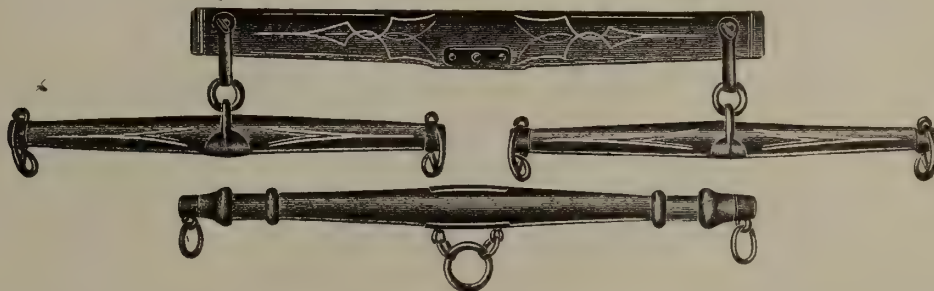
SATISFIED
CUSTOMERS

and

Westwo
REGD

LINE MEAN
PROFITS FOR YOU

The manufacturers stand back of every dealer with a guarantee of satisfaction for every customer. Every possible precaution is taken to turn out lines that cannot be excelled—careful selection of woods, most modern machinery, skilled workmen and the best procurable paints and varnishes have made *Westwo* products the acme of perfection. We know they are right, that they last longer and look better than others, and we guarantee them against defects to the point of replacing any that may not measure up to this high standard.



Westwo
REGD

LINE NOT ONLY CREATE
BUSINESS BUT RETAIN IT

Every product bears the *Westwo* trademark. Our extensive advertising campaign amongst the farmers in your district is acquainting them with our line. Be prepared to handle this business.

Place orders now with your jobber.

If he cannot supply you—write direct

West-Woods Limited
WINNIPEG

Tractor Tests in Ohio

At the close of January the Ohio State University, at Columbus, Ohio, held a series of belt tests under the supervision of the agricultural engineering department of that institution. These tests dealt with belt power, and special attention was given to the production of maximum power and fuel economy in operation. Twenty-one tractors, as listed in the accompanying table, took part in the tests.

In making the tests, says Farm Implement News, a prony brake was used, and two hours were allowed for testing each tractor. The fuel was weighed every ten minutes, and the revolutions of the brake wheel checked every ten minutes.

At the start each tractor operator was allowed thirty minutes to

make adjustments and warm up his machine, but after the test had begun he was not allowed to make further adjustments without the supervision of the man in charge. During the first run of

kerosene was about half as much as that of gasoline, fuel prices being figured at 25½ cents for gasoline and 13½ cents for kerosene.

It was pointed out by the experts conducting the tests that

Tractor Tests Held at Ohio State University

TRACTOR	Rated Power	Motor Speed r. p. m.	Maximum Load Speed	Maximum Load H.P.	Fuel Test Load Speed	Fuel Test Load H.P.	Cost Fuel Per H.P. hr.*	Fuel
Moline Universal	9-18	1650	1772	28.7	1670	20.8	3.730 cents	Gas
Fordson	11-22	1000	1125	21.4	1125	21.4	1.770	Kero
Cleveland	12-20	1400	1340	19.2	1340	19.2	3.920	Gas
E-B	12-20	900	883	24.7	882	20.5	2.190	Kero
Case	15-27	900	862	27.7	862	27.7	1.668	Kero
Case	10-18	1050	1125	19.8	1125	19.8	1.734	Kero
Elgin	12-25	950	940	19.2	940	19.2	1.598	Kero
Wallis Cub	15-25	850	913	31.8	859	25.3	2.880	Gas
Avery	12-25	450	488	18.3	488	18.3	1.784	Kero
Titan	10-20	500	509	24.1	520	20.6	1.504	Kero
Bates Steel Mule	12-20	900	929	21.4	929	20.5	1.832	Kero
Advance-Rumely	12-20	560	560	25.5	557	20.0	1.543	Kero
Hart-Parr	-30B.H.P.	750	783	37.5	822	30.8	1.504	Kero
Russell	20-40	825	840	31.6	840	31.6	2.540	Kero
Waterloo Boy	12-25	750	733	21.2	733	21.2	1.581	Kero
Aultman-Taylor	15-30	900	909	33.4	911	30.3	2.212	Kero
Frick	12-25	900	998	24.5	998	24.5	1.633	Kero
Port Huron	12-25	900	889	14.4	889	14.4	3.438	Kero
Huber	12-25	1000	1036	28.3	1087	26.9	1.952	Kero
Shelby	9-18	1100	1130	18.6	1130	18.6	4.936	Gas
International	15-30	575	583	35.0	598	32.0	2.160	Kero

*Gas at 25½ cents. Kerosene at 13½ cents.

one hour the motor was run at its rated r. p. m., and carried its rated horse power, or failing in this the greatest horse power it delivered at the time. The second run of one-half hour consisted of a test of maximum horse power and any speed chosen by the operator could be used. When the maximum load was reached the operator informed the man in charge, who saw that it was maintained on the testing machine.

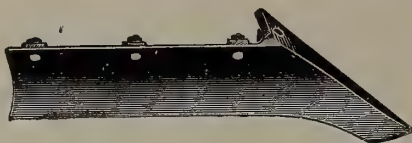
Of the twenty-one tractors tested, seventeen burned kerosene and four gasoline. The results showed that the cost per horse power hour in the case of

the full constant load maintained in the tests favored kerosene more than would be possible under field conditions, where the load would fluctuate. Only medium power tractors, of two and three plow capacity, were tested.

Plow Co. Does Well

The Moline Plow Co., Moline, Ill., in adjusting its accounts to a new fiscal period reports net earnings of \$2,038,779, after all charges, for the fifteen months ending Nov. 1st, 1918, as compared with \$1,566,842 in the year 1917.

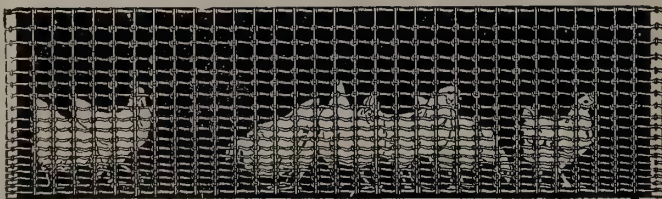
PLOW SHARES



DEALERS:

Write for
Prices and Terms

LARGE STOCK  PROMPT SHIPMENTS
THE JOHN F. McGEE CO. Winnipeg, Man.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.



F. B. Bateman Enters Bateman Mfg. Co.

It is possible that never before in the history of the implement industry remained under the same family for four generations. This is the case when recently Frank B. Bateman, representing the fourth generation, became a member of the Bateman Mfg. Co. of Grenloch, N.J.

Stephen Bateman, the founder, was succeeded by Edward S. and Frank Bateman, his sons, as members of the second generation. Both are now living and active officers of the company. Fred H. Bateman, the representative of the third generation, entered the business in 1893, working gradually up through the organization to the present post of vice-president and general manager.

Frank B. Bateman, his son, the representative of the fourth generation, has now entered the organization, which does a large trade in Eastern Canada.

Offers Life Insurance to Fordson Owners

A local paper at Providence, R.I., points out the fact that a concern in that city, the Apco Mfg. Co., has developed and is marketing a new automatic safety switch for Fordson tractors, which is designed to prevent the Fordson tractor front end from rearing. As the trade knows, this has resulted in several fatal accidents. The report says:

"The Apco switch is designed to operate on the gravity system; when the tractor wheels rise to a pre-determined height the switch shuts off the power and permits the wheels to come to earth again. The Fordson manual warns operators against this trouble, but the Apco switch absolutely prevents it.

"The manufacturer guarantees the device in every way, and it will be sent prepaid direct to the owner on receipt of six dollars. Every Fordson owner will buy it as life insurance."

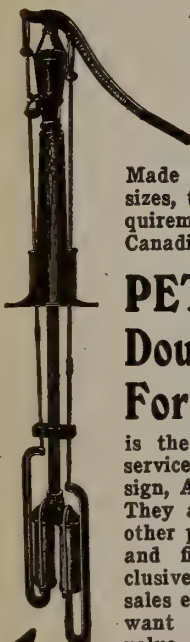
Prison Twine Prices

The Minnesota State Prison has announced the following prices for binder twine, made in the prison plant, for 1919:

Standard and Sisal, 500 ft. 20c.
Manila, 600 ft. 22c.
Pure Manila, 650 ft. 23c.

These prices are for small lots f. o. b. Stillwater. The following discounts are allowed where twine is paid for by Nov. 1, 1919: Three to ten thousand pounds, ½c. per pound; ten to twenty thousand pounds, ¼c. per pound; twenty thousand pounds and over, ¼c. per pound.

PETERS PUMPS



Gives More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters' Pump
Proposition
for 1919

ALWAYS
DELIVER
THE WATER

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

E. & K., Sask.—This firm desire to locate the repair source for a cream separator called the Double X, or XX. The separator was originally from Ontario. Canadian lists show no separator of this make. Can any of our readers give information through this column regarding its source of manufacture?

W. K., Man.—It is now impossible to obtain repairs for the 14-inch brush breakers made by the Paris Plow Co. at Paris, Ont. They are out of business, and we know of no source where repairs may be obtained. The duplicate share companies produce 14-inch ordinary Paris shares, 9-32-inch thick, but not for the Paris brush breaker.

R. A. H., Man.—For gasoline engine repairs for the Aermotor line of engines, manufactured by the Chicago Aermotor Co., Chicago, address W. Eddie, farm machinery distributor, corner Princess and James Street, Winnipeg.

J. B. W., Sask.—Enquirer desires names and addresses of manufacturers of small electric lighting plants for farm or home use. These to be direct connected type and retailing at from three to four hundred dollars. The following manufacturers of lighting plants have plants that will apply on this enquiry: Lalley Electric Lighting Corporation, Detroit, Mich.; Standard Sales Co., Board of Trade Bldg., Winnipeg; Robinson-Alamo Ltd., Princess St., Winnipeg; The Breen Motor Co., Winnipeg; Canadian Fairbanks-Morse Co., Ltd., Winnipeg; Bruce Robinson, Calgary; R. A. Lister & Co. (Canada), Winnipeg.

L. Bros., Sask.—For manufacturers of electric lighting plants for farm use, see answer in this section to J. B. W.

H. & W., Alta.—Part A125 is for a Budlong disc harrow. This disc is one of the Janesville line. This part can be obtained from the John Watson Manufacturing Co., Winnipeg, who carry a stock of repairs for Janesville implements.

E. P. H., Sask.—The following firms specialize in the production of road making machinery and municipal supplies. They will quote you on this line of goods. It is advisable to be able to quote the municipality on more than one line of road machinery. This list may be of assistance: Canada Ingot Iron Co., Ltd., Winnipeg; Dominion Equipment & Supply Co., Winnipeg; Winnipeg Steel Granary & Culvert Co., Winnipeg; Winnipeg Ceiling & Roofing Co., Winnipeg; Western Corrugated Culvert Co., Saskatoon; Canadian Fairbanks-Morse Co., Ltd., Saskatoon; Economy Foundry Company, Portage la Prairie; Canadian Corrugated Pipe Co., Portage la Prairie; also the following concerns: J. I. Case Threshing Machine Co., Winnipeg; John Deere Plow Co., Saskatoon; and Sawyer-Massey Co., Regina.

O. A., Man.—The Cahoon hand grain seeder is not stocked anywhere in Canada. It is manufactured by the Goodell Company, at Antrim, New Hampshire. Write factory direct for repairs.

F. A. P., Sask.—The magneto bearing the monogram "W.S." is an alternating current pattern manufactured by the Wheeler & Schebler Co., Indianapolis, Ind. Any parts for this magneto will have to be secured direct from the factory.

J. W. G., Sask.—For repairs for horse sulky and gang plows made by the J.

I. Case Plow Works, Racine, Wis., we advise that you write to the J. I. Case Plow Works, Minneapolis branch house.

N. & R.—The C.O.D. tractor is not now stocked in Western Canada. It is made by the C.O.D. Tractor Co., Minneapolis. Repairs can be had from the Gasoline Engine & Tractor Co., 144 Princess St., Winnipeg.

Corbin Disc Repairs.—Dealers who require repairs for the Corbin disc harrow, as manufactured by the Thomas Mfg. Co., Springfield, Ohio, can obtain same from the nearest branch of the Massey-Harris Company. Corbin repairs are handled by that company, and are listed in their repair catalog.

S. H. B., Man.—The Oliver No. 78 engine plow is, we understand, made in two, three and four-bottom sizes. Particulars can be obtained from the works at Hamilton, Ont.

J. S. A., Alta.—The kerosene tractor designed like a steam engine you refer to is, without doubt, the Townsend, manu-

factured by the Townsend Mfg. Co., Janesville, Wis. These tractors are distributed in Canada by the Canadian Fairbanks-Morse Company. This tractor has a 2 cylinder twin engine of 4-cycle type, throttle controlled. The boiler forms the rigid frame for the tractor. The shell is fitted with heads and a number of standard boiler tubes, through which cold air is drawn by the exhaust for cooling the water. The Townsend is of exceptionally strong design throughout. The new Avery tractor you refer to is likely the Avery 14-28. This is three-four plow capacity; engine size is 5½ x 7-inch.

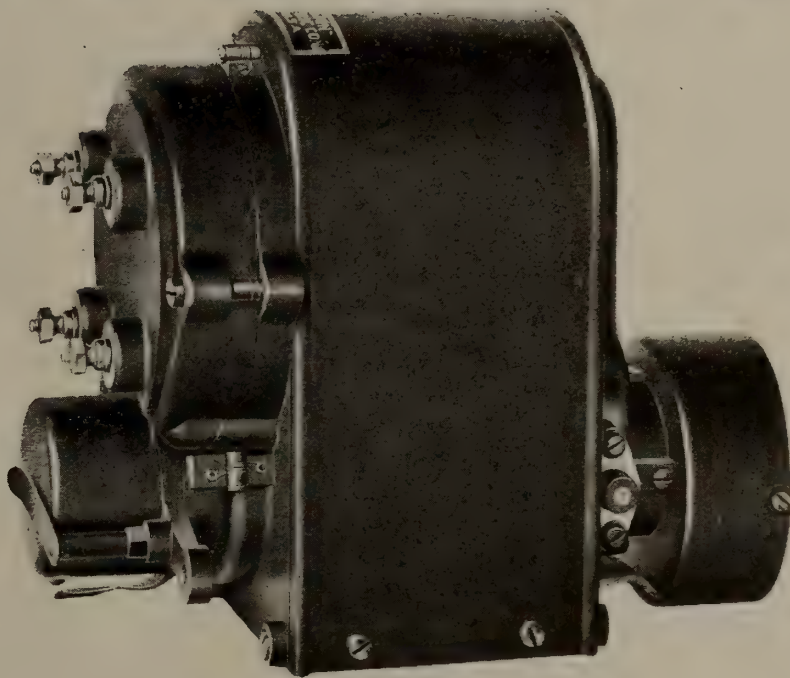
B. M., Alta.—The Nuttall axle transmission for traction engines is manufactured by the R. D. Nuttall Co., Chicago, Ill. Budlong tandem disc harrows are made by the Janesville Machine Co., Janesville, Wis.

F. C., Man.—A subsoiler attachment is supplied with the Grand Detour Junior series of tractor plows, handled by the J.

I. Case T.M. Co. This is a V-shaped blade, 6 inches long, which is attached to a malleable bracket in the plow beam. Repairs for the Madison-Kipp lubricator can be had from the Madison-Kipp Lubricator Co., Madison, Wis.

R. F. C., Sask.—The definition of S.A.E. rating applied to a tractor is briefly this: Formerly different tractor makers had no common basis or method of rating their machines. The maximum average pull for an hour might be adjudged the rating. Therefore, the S.A.E. adopted the following as standard for drawbar rating: That the drawbar rating shall be 80 per cent of the horsepower that the tractor is guaranteed to develop at the drawbar continuously for two hours, the tractor being operated at the rated engine speed, and the test to be taken on ground firm enough to give the traction wheels a firm hold. The standard plowing speed recommended is 2½ miles per hour for tractors of 15 drawbar H.P. and under.

KINGSTON MAGNETOS



The KINGSTON magneto is a true, self-contained, staunchly constructed ignition device, fully up to the high standard of all KINGSTON products.

The new KINGSTON has met with instant success throughout the market. It is water-proof and dust-proof, ruggedly built, designed expressly for the heavy stresses of tractor service. It is in every way a better magneto.

The KINGSTON carries the famous impulse starter. It is positive of action, and is built for wear.

The most efficient tractors are KINGSTON equipped.

KOKOMO ELECTRIC CO.

KOKOMO, INDIANA, U.S.A.

A Vacuum Grain Cleaner and Loader

The Winnipeg Steel Granary & Culvert Co., Winnipeg, have for a considerable time been working on the development of a special machine known as the Torrence Vacuum Grain Loader and Cleaner, the inventor being J. Torrence, who is the originator of the Loop-the-Loop seed grain grader.

A representative of Canadian Farm Implements was present at a test of this machine, which is absolutely original in design and has constructional features which are of the greatest mechanical interest. The main principles are those of suction and air pressure applied to the grain, so that it can be drawn from one bin and blown into any other receptacle. The machine will get the last kernel of grain out of a bin, wagon box, car or from the hold of a ship. The present model is especially designed for farm use, but the machine can be made in any size and should be a valuable factor in the unloading of grain cars and steamers.

At the base of the machine, which is mounted on a truck, is located an enclosed fan in a steel casing. This fan runs on ball bearings, and is some thirty inches in diameter, and has its blades formed on an inverted turbine design, giving a double action principle. This fan, running at some 2,800 revolutions per minute, sucks the air in at the centre, and the air passing

through the interstices of the vanes is blown out at the periphery at high pressure. The suction of the air as the centrifugal fan rotates gives a vacuum of about one pound to the square inch. With its reciprocating design the fan also gives an air pressure at the outlet pipe of some 40 or 50 lbs. per square inch.

The grain being handled **never touches the fan**, consequently is not broken or bruised. A long, flexible air tight feed pipe is laid into the wagon box or bin. The suction in this pipe draws the grain at great speed into the body of the machine where it passes along a revolving corrugated sieve, at the end of which stands a riddle or sieve of suitable mesh for cleaning. The foul seed, small kernels, dirt, etc., are sucked through this riddle by the vacuum created, falling into a weed chute to a trap where they can be bagged separately and used by the farmer for feeding purposes.

The cleaned grain, after passing through the rotating screen, passes down a vertical duct, where an auger feed carries it to a bagging chute if desired. If not it passes into the pressure pipe which is connected with the periphery of the fan. The air pressure then blows the cleaned grain through the pipe into the car or bin. On the farm a dis-

tributing box can be used with lead pipes to different bins, so that oats, wheat or barley can be handled with no trouble and directed to the specific bin.

The value of the vacuum loader and grain cleaner is obvious. The grain is handled at high speed, the manufacturers stating that 220 bushels per hour can be sucked into and elevated from the machine. Further, the grain is cleaned while being elevated, so that the farmer sells his grain at top prices, getting a difference of price on the grade that will quickly pay for his investment in the machine. The compression of air raises its temperature, and the grain passing through this heated atmosphere is dried—a valuable factor in the use of this machine.

The suction and supply pipes are flexible, and can be turned to any angle or direction. They are in effect, large size hose pipe, and are air tight. At the demonstration of this machine a mixture of grain with 30 per cent weed and impurities was used and in elevating, cleaning and separating the foul seed and dirt the grain loader and elevator did excellent work. The Winnipeg Steel Granary & Culvert Co. report that they will build the complete machines in their Winnipeg factory. The body is of heavy galvanized sheet metal, and is, of course, air tight. As regards power requirements, the company state that this loader can be

operated by any farmer who has a stationary or portable engine developing 14 h.p., or a light tractor, with belt power of the same capacity. In the demonstration made the grain was elevated to a tank some 15 feet high, but this height can be considerably increased, so great is the air pressure produced by the machine.

From all appearances the Torrence grain loader and cleaner fills a field all its own. In mechanical design the machine is sound, and the fan used seems exceptionally efficient. Naturally the design of this fan with its remarkable action, is the factor upon which the whole success of the loader hinges. The machine is simple and trouble-proof, and while it is not cheap in price has a value that is self evident to firms who are interested in the speedy and economical handling of grain. We believe that the Winnipeg Steel Granary & Culvert Co. will be glad to supply full particulars of this innovation in the grain loader market.

Substitute for Corrugated Iron

During the past year a large plant has been built in England for the manufacture of an asbestos-cement roofing material to act as a substitute for corrugated iron and flat sheet as used for roofing purposes. This step is to conserve the use of iron and steel and reports of the new product are very satisfactory. The method of making this new roofing material is interesting:

After being finely ground and freed from extraneous matter the asbestos, which acts as the reinforcing agent, is mixed with Portland cement in the proportion of about 1 to 6, and made into a paste with water. This paste is then taken to a machine of the paper-making type, where on a large revolving drum it is formed into sheets or felts. After the sheets have been trimmed to size, they have the corrugations impressed on them. The important condition for this operation is to insure that the tops of the corrugations are as strong as the other parts of the sheets. Finally the sheets are subjected to a "seasoning" process.

The corrugations are made to the 3-inch pitch which is usual with corrugated-iron sheeting, and they can therefore readily be used to repair roofs of corrugated iron. One of the chief advantages claimed is their durability and resistance to climatic conditions, especially to an acid-laden atmosphere, which rapidly destroys corrugated iron. The sheets are also fire-proof and are poor conductors of heat.

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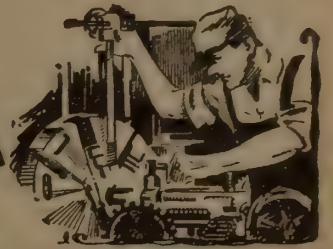
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War to Peace



Land and Loans—To Help Soldiers Become Farmers

The Government has been developing a programme that includes the provision of land, the granting of loans, and the training and supervision of those inexperienced in farming.

The Present Plan

Under the Soldier Settlement Act, 1917, an eligible returned soldier is entitled, in addition to his ordinary homestead right, to a free grant of one-quarter-section of Dominion Lands on homestead conditions.

For this purpose the Government has suspended homestead entry by others than soldiers on all remaining homestead lands in the Western provinces within fifteen miles of railway transportation, pending enquiry into their suitability.

As soon as a soldier goes on the land, the Board has power to grant him a loan up to the maximum of \$2,500.

This loan is granted to settlers to help them acquire land for farming, discharge incumbrances, undertake improvements, erect buildings and secure necessary livestock, machinery and equipment.

The New Proposal

The Government have found it necessary to broaden these original plans for the following reasons: (a) It has been found that only a limited amount of suitable homestead land is available for soldier settlement; (b) Some Crown lands are held by the Provinces; (c) Homesteading may not suit all the returned soldiers.

It is now proposed that the Provincial Governments co-operate with the Soldier Settlement Board in acquiring suitable lands at present held uncultivated by private owners. The Dominion Government has announced its intention of introducing necessary legislation along these lines at the opening of the next Session.

The lands so bought will be resold to the soldier at cost price. It is suggested that the purchaser be required to make a cash payment of one-tenth of the purchase price. The balance will be payable in equal annual instalments extended over twenty years or longer.

The amount of the land purchased by this plan, if it is approved by Parliament, will be limited in value to \$5,000. Interest will be charged at a low rate of five per cent.

When these new proposals for land purchase become effective the Board will be able to loan the soldier settler up to a total of \$1,500 for the purchase of livestock and equipment in addition to the loan for the purchase of his land. It will be granted on practically the same terms as the loans now allowed.

As the soldier improves his farm the Board may advance him a further \$1,000.

Who May Apply

The Act applies to any one who has served with an honourable record in the Canadian or Imperial forces in the present war, or to any Canadian who was on active service with the Allied forces, or the widow of any such person who died on active service.

The Board will loan money only to those who have had sufficient experience or training in farming. Each applicant may be required to appear in person before the Qualification Committee in his district.

Training

Those soldiers who have insufficient experience in farming will be helped by the Board to secure the necessary training to qualify them for the loans.

Special instructional courses are being arranged with the agricultural schools and experimental farms.

Farmers will be asked to co-operate in giving the soldier practical training and knowledge.

Results

Loans amounting to over 1¼ million dollars, have already been granted to over one thousand returned soldiers.

Since the regulations were completed last July, over eight hundred soldiers have made entries on Dominion Crown Lands under the Soldier Settlement Act.

Offices of the Soldier Settlement Board are located as follows: Post Office Bldg., EDMONTON, Alta.; Post Office Bldg., WINNIPEG, Man.; Pemberton Bldg., VICTORIA, B.C.; McCallum Hill Bldg., REGINA, Sask.; 32 Adelaide St. E., TORONTO, Ont.; Drummond Bldg., MONTREAL, Que. In New Brunswick the Board is temporarily represented by the Secretary of the Provincial Farm Settlement Board, St. John; in Nova Scotia by the Secretary of the Soldiers' Aid Commission, Halifax, N.S.; and in Prince Edward Island by the Minister of Agriculture, Charlottetown.



The Repatriation Committee

OTTAWA

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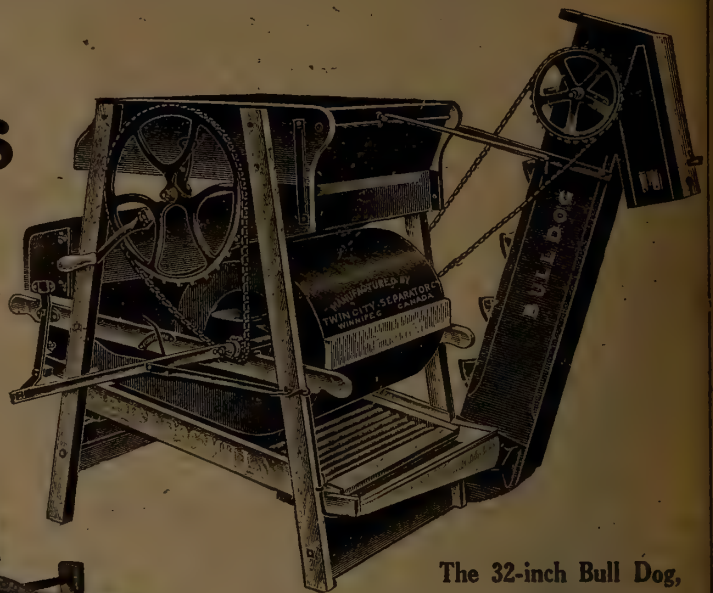
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Capacities: 25 to 150
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The 32-inch Bull Dog,
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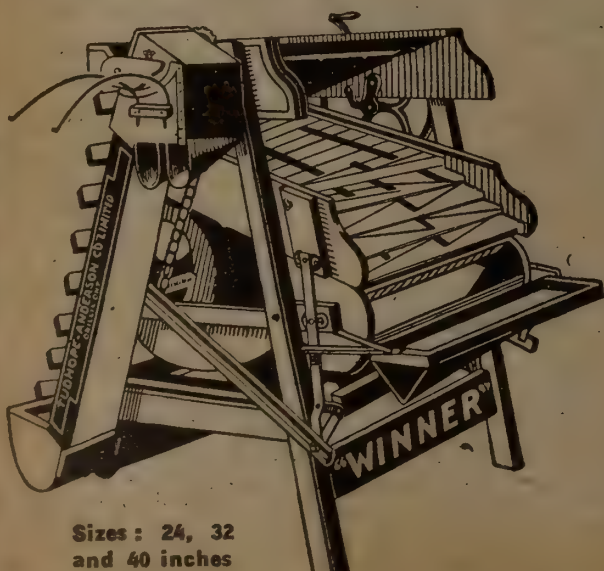
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Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

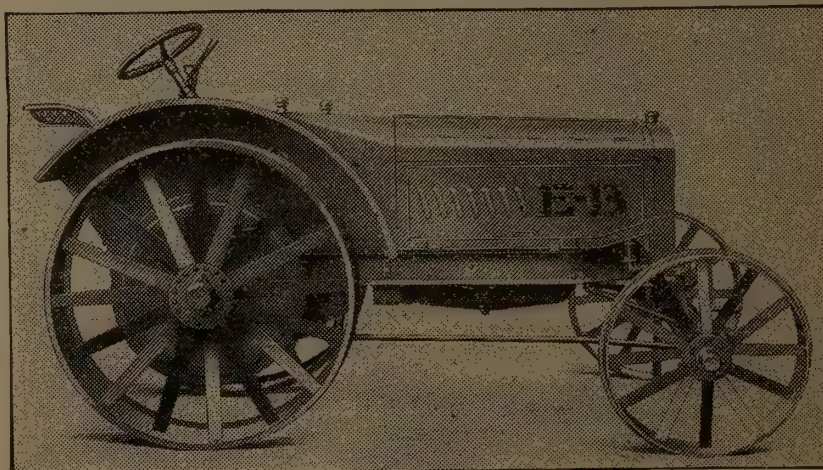
The E-B 12-20 H.P. MODEL AA Kerosene Tractor

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Four cyl. motor, 4 3/4 x 5, develops 12-20 S.A.E. rating. Lubrication, pump and splash. Ignition: K.W. high tension. Bennett carburetor. Modine radiator. E-B transmission. Hyatt roller and Bantam ball thrust bearings. Two speeds. Wheelbase, 87 ins. Length 133 ins. Total weight fully equipped, 4,575 lbs.

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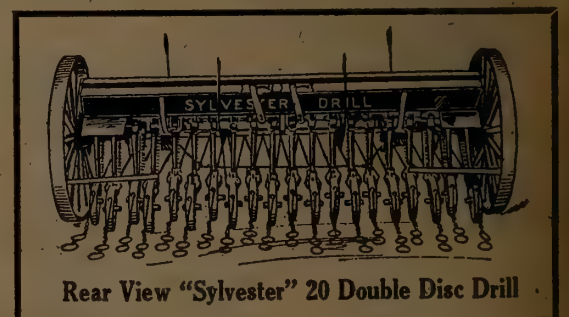
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Capacities: 30 to 80 bus. per hour. Guaranteed to have double the capacity of any other separator and to do 75 per cent better work on all grains and seed.



Rear View "Sylvester" 20 Double Disc Drill

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CANADIAN FARM IMPLEMENTS

VOL. XV., No. 4

WINNIPEG, CANADA, APRIL, 1919

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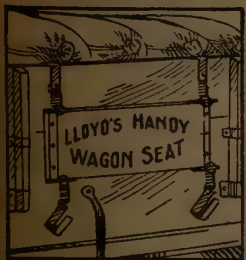
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They are only standardizing wagons now. We standardized a wagon seat years ago. Lloyds seats are in great demand—everywhere. The lightest, strongest, most practical seats made. Take up no box space; low-set; give protection from wind and control over team. Carry 600 lbs. with ease. Order a stock now. They'll sell without your effort. Get your wagons less seats and supply the Lloyds. Ask to-day for our attractive dealers' discount.

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The quick-detachable-share arrangement is one of the special features of the **Hamilton**. The shares can be removed without the use of a wrench. It requires only a few minutes to unscrew the hand nut or wheel and kick the share off the plow. There is no time wasted---the change can be made in a very few minutes. Any man who knows plows will appreciate this feature to the full.

This is the power lift plow---meaning that the tractor furnishes the power to lift the plow. A slight pull on the rope by the operator from his seat raises and lowers the bottoms---a very simple and easy operation. The lift is high with good clearance. Levers which govern plowing depth are long, convenient and in easy reach of the operator.

The **Hamilton** tractor plow is substantially built throughout. The beams are exceptionally heavy, of high grade carbon steel, rigidly fastened together by heavy braces. Two or three-bottom sizes. The hitch has good range of adjustment up and down and sideways. Careful provision is made against dust getting into the bearings. Wooden break pin minimizes danger of damage to plow.

Implements as well made as these are the sort that sell well. Purchasers of **Hamilton** tractor plows have for years assured themselves of plowing satisfaction and will now be more certain than ever of good plowing. No better implement exists than the **Hamilton** tractor plow. Write the nearest address below for complete information---NOW.

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A Big Season Ahead for Case Dealers

THE country over, farmers are taking more than ordinary interest in the tractor offerings of the J. I. Case Threshing Machine Company.

Some of this is due to the great prestige of Case products, which have been known so favorably for 77 years.

It is partly due to the fact that Case Tractors are proving their superiority in so many communities that prospective buyers make their choice because of their neighbors' recommendations.

Yet the greatest reason for the growing preference for Case Kerosene Tractors comes from knowing farmers who have been studying the tractor situation and have come to learn through comparisons what to look for in a tractor.

These men appreciate the design, workmanship and materials used in Case Tractors.

They realize more than ever that a tractor must be built *right*, and that price alone should not govern a prospective buyer's decision.

They have come to the conclusion that mere cheapness is extravagant and wasteful.

This is a growing, nation-wide opinion. The more men come to it, the more Case Tractors will be appreciated.

This swing of public opinion is of great advantage to Case Dealers. As it grows, Case Dealers will reap the results.

Every dealer should be acquainted with Case superiorities, because they are setting these new standards.



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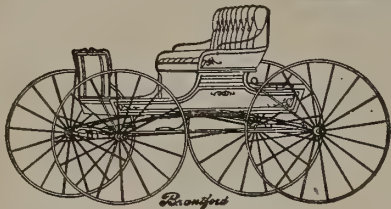


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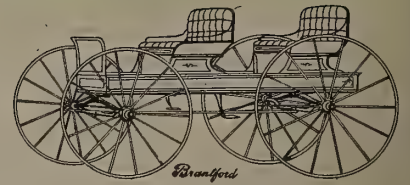


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MATERIAL

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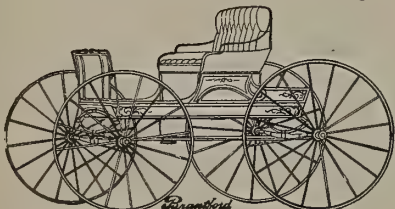
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Brantford Buggies have been in evidence on Western roads for 30 years.

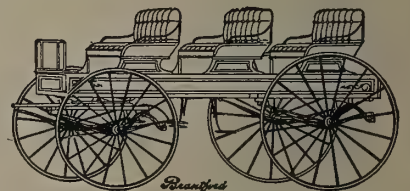
Prices compare favorably with any others, quality considered.

There are dozens of variations in style and price to close a sale for a Brantford.



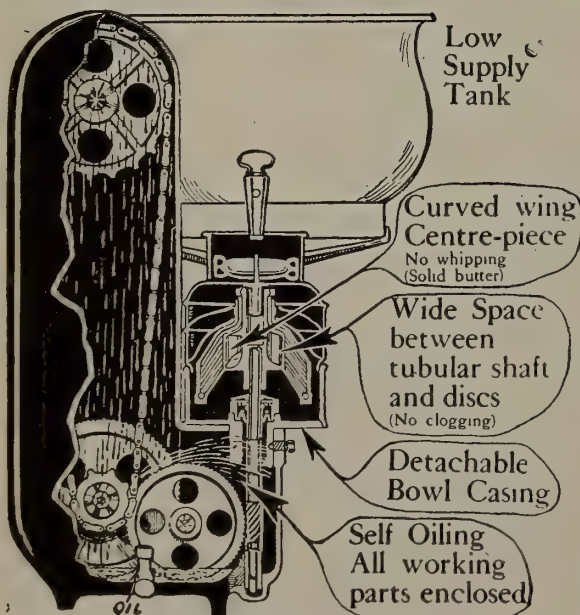
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Praise Brantford Buggies---They'll Make Good
Sell Brantford Buggies---You'll Make Good



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INTERIOR VIEW

showing the curved wing centre, the open construction that prevents the discs clogging, the detachable bowl and the self-oiling system. There are no oil or grease cups. Every moving part is enclosed and runs in an oil bath.

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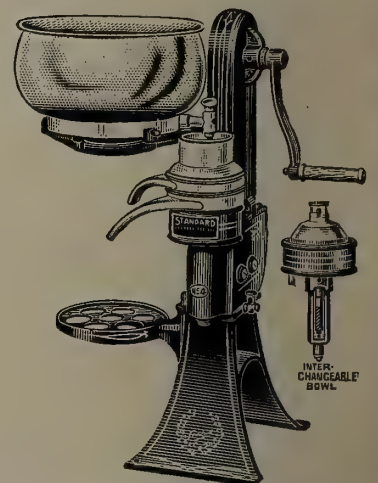
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HEIGHT

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RUNNING

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EDGES

NO OIL CUPS



Interchangeable Capacity

When your customer increases his herd, a small capacity Renfrew can be converted into a larger capacity by merely changing the bowl, supply tank, etc. The frame and mechanism are standard for all sizes and heavy enough to drive the largest bowl. With the Renfrew you can double your separator business this year.

THE RENFREW has so many features of real merit and proven success that sales come easy, and there is more than the first fat profit in making a sale.

There is an old customer bound closer to your store.

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A high-grade line builds up a permanent, profitable business.

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APPLY FOR
THE AGENCY

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 4

WINNIPEG, CANADA, APRIL, 1919

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The Manitoba Farm Implement Act Comes in Force on June 2nd, 1919

According to the Farm Implement Act, passed at the last session of the Manitoba legislature, dealers may use their present forms until the second day of June of this year. After that date only the forms prescribed by the act should be used.

The leading feature in this act, the sections of which are of the utmost importance to every dealer in the Province of Manitoba, in a condensed form are covered in the following review of this farm machinery legislation affecting the trade in this province.

Under the reading of the act, an "implement" means any and every implement or machine with a selling price of \$30 or more.

Large implements are traction and portable engines of any kind, having a capacity of at least 5 h.p. This definition covers threshing separators, engine plows, engine discs, etc., and may be added to at the will of the legislature.

Small implements, incorporate mowers, binders and all other implements other than those entitled "large." The act applies to the sale of all implements in Manitoba.

Vendors selling large implements must file annually, before February 1st, a list of their lines, giving in the case of tractors both the brake and drawbar horse-power. Such lists must show the retail price of the implements, both cash and credit, also must specify the usual length and terms of credit and the rates of interest before and after maturity. In like manner, "small" implements must be listed, with price quotations and terms, as in the case of the "large" implements.

Repairs.—All vendors must file with the government, annually, a list of all repairs sold by them, giving the selling price of each part and the place within the province where such repairs may be obtained. Penalties are provided against all firms who do not file such lists. It is important, from the dealer's standpoint, to note that no repair must be sold

at a higher price than the price stated on the list, or lists, of the manufacturer or wholesaler. Any dealer charging a price higher than list for a repair is liable to a fine of \$25. Sections 5, 6, 7, 8 of the act do not apply to dealers, as they specifically deal with the filing of data regarding the lines sold and repairs for same.

Contracts.—Large implements are sold (on cash or credit), according to Form A in the act. Form B covers small implements, and Form C second-hand implements. Form A must not be used for second-hand or rebuilt implements. Regarding repairs, should no place of the vendor be stated, the purchaser may return broken parts to the nearest agent of the vendor. Assuming that no repair point is mentioned, the vendor or his agent are held to be responsible for carrying such repairs.

Comprehension of Contract.—Before signing a contract same must be read over and explained to any purchaser in a language which he understands. In any action, the burden of proving said contract is upon the dealer, who will evidently have to be somewhat of a linguist. In this connection, an affidavit made before a notary public, justice of peace or commissioner of B.R. to the effect that vendor has explained contract to the satisfaction of the purchaser will be held as conclusive evidence in all courts of proof of the facts sworn. Contracts made by correspondence are eliminated from the necessity of comprehension proof by purchaser.

Legality of Contract.—No contract signed by purchaser is binding unless and until signed by the vendor or his agent, or until such contract be delivered to purchaser, or sent him by registered mail, unless in the case of machinery paid in full at time of delivery. Any purchaser may make any payment to any sale or collection agent of the vendor within the province, unless the contract otherwise provides.

Note restrictions.—The vendor

shall have a lien upon the implement for the unpaid purchase money only in the event that such lien is specified in a lien note taken for total value or balance of value of the machine. Where vendor takes a note the title to implement remains with him until full payment is made. The purchaser can use the implement, but is responsible for damage to, or destruction of same. Upon default of payment of purchase price or instalment thereof, or if purchaser gives implement to a third party, without consent of vendor, the vendor may take possession of the implement. When the vendor repossesses a small implement he is liable to purchaser for the amount of resale price less expenses for repossession, or necessary repairs and expense of selling the implement, but recovers balance due him if such balance exists.

Repossession.—In the case of large implements being repossessed, the value of same must be determined by arbitration if vendor and purchaser cannot agree. Within ten days of repossession the vendor must deliver to purchaser a notice in writing stating his valuation of the machine and giving a time within which the purchaser may object to such valuation. Within that time the purchaser must state his valuation, or the valuation of the vendor is held fixed and correct. In the event of disagreement on valuation, both parties appoint an arbitrator, and the two arbitrators appoint a third. Notice of appointment of arbitrator must be given the vendor and purchaser, by both. The award of the arbitrators is final, and we advise dealers in Manitoba to closely read the sections dealing with this feature. See Section 21, Sub-sections 1 to 17 of the act.

This is especially important because of the method to be followed in repossession.

Rejection of Units.—When a purchaser buys two or more

large implements at the same time from the same vendor, whether by one or more orders, with the intention that these are part of an outfit (such as tractor, plow and separator) the purchaser, under terms of the contract, may reject any one or all of the implements providing that such intention be expressed in one of the contracts of purchase.

Assignments.—No assignment of the earnings of an implement in favor of vendor shall exceed more than 25 per cent of such earnings. Notice of claim on earnings come under the provisions of the Threshers' Lien Act, and under these provisions a claim of 25 per cent has priority. In the case of a separator, the dealer shall to the extent of his interest in the earnings have the same lien upon the grain threshed as the thresher would have under the Threshers' Lien Act.

When a sales contract is made upon the legal form the same, together with the lien note or notes, shall be held to constitute the entire contract between the parties.

Contract Forms.—A schedule appended to the act gives the wording and clauses of the forms to be used. Form A (large implements) provides for cash or time payment and discount provisions, if any. By the contract vendor warrants the machinery to do its work if properly used and operated. If purchaser cannot operate the machine efficiently he must advise vendor within three days. Upon receipt of notice vendor has eight days to make the machine do its work properly. If not made efficient within that period, the purchaser may reject the machine, and obtain repayment of money and return of notes, but must so advise the vendor by registered mail. The vendor warrants the machine durable with proper usage. Parts are replaced free within one year if faulty through defect of workmanship or material. The vendor further warrants that repairs for the machine will be kept at a specified point in Manitoba

for a period of **ten years** from date of order. In the case of tractors or engines over 5 h.p. the vendor warrants, by the contract, that the engine, if properly operated, is capable of developing **continuously** the horse-power at which it is rated. The contract provides for the insertion of both the belt and drawbar rated capacity of a tractor. Any further warranties may be added by the vendor that he wishes.

The contract embodies the terms of assignment of earnings dealt with in this article, also the fact that so long as the purchaser may reject the machinery he must agree to keep same insured at its full insurable value in favor of vendor. Should he not do so vendor may insure the machinery and add the expense to the purchase price. The vendor, should machine be seized for payment of taxes, can pay same and costs, adding such expense to contract, with interest. In the case of the sale of "large" implements, same must be specified and described in the body of the contract.

Form "B."—In the case of "small" implements, the vendor by contract warrants quality and efficiency of the machine. Breakages due to faulty material or workmanship must be replaced free of charge if within one year from date of purchase. A trial of two days is allowed purchaser to make machine work, or within that time notice must be given vendor of its inefficiency to live up to warranty. A "reasonable" time is allowed vendor or his agent to make the implement or machine do good work. In the case of both large and small implements, continued possession and failure to advise the dealer of their inefficiency to live up to contract, warranty is held to be conclusive evidence that the goods or machines fulfil the warranty.

Form "C" deals specifically with the sale of second-hand or rebuilt implements. Dealers should pay due attention to the fact that every machine or device used, or intended for use upon any farm, with a selling value of \$30 or over, comes under the scope of this act respecting the sale of farm implements in the Province of Manitoba.

Analysing the Act

A scrutiny of the various sections of the act shows that care will have to be taken that the contract forms are not used indiscriminately. If form "C" is used where form "A" or "B" should have been, the purchaser can declare the contract void.

In practice it may not be convenient in the case of a cash sale to trouble with a formal contract. While there is no absolute necessity for one in such cases yet, it may be advisable to take one, as the act applies to sales for cash as well as upon credit, in order to get the benefit of the provision in section 25 that when such a contract is completed it shall be taken and held to be the entire contract between the parties. In the event of there being no such contract the purchaser would not, we think, be precluded from setting up any representations that may have affected his decision to buy. In fact, if representations such as would affect the substance of the contract, as if a tractor were represented as a kerosene burner, whereas it would only burn gasoline, were made, it is possible that not even a formal contract would protect the vendor. In a case like that the purchaser might be able to return the engine on the ground that it was not what he bought. Dealers should, therefore, be warned not to make fraudulent or exaggerated representations.

No contract for a "large" implement signed by the purchaser is binding on him until signed by or on behalf of the vendor and a duplicate delivered to the purchaser or sent to him by registered mail.

When two or more "large" implements capable of being considered part of one outfit are purchased at the same time from the same vendor a separate contract should be taken for each implement unless the vendor is willing and intends that different implements shall be considered part of one outfit. If put in separate contracts and nothing is said in the contracts as to their being part of the same outfit, in the absence of fraud, the purchaser cannot afterwards contend that they were intended to form part of one outfit.

The fact of reading and explaining the written contract for large implements should be carefully observed, even when the purchaser speaks and reads the English language. In the case of foreigners an interpreter may be necessary. There should be an affidavit form printed on the back of Form A contracts, so that same can be at once filled in as evidence for future use that the contract was duly read over and explained.

Lien notes should always be taken, so that in default of payment the vendor may repossess, and in the case of a small implement he may resell it and give

credit to the purchaser for proceeds, less his claim, as vendor.

Careful attention should be paid the sections dealing with the repossession of large implements and the notifications necessary. The claim on earnings of a large implement is subject to a first claim in favor of parties, such as workmen and dealers in fuel.

In describing the rated capacity of an engine in form A, keep well within the possibilities of the machine. Regarding the filing of lists of implements and prices required, it is doubtful if any such list can be insisted upon until January 1st, 1920. Dealers can obtain copies of the act by writing to the King's Printer, Winnipeg.

With the Manufacturers

The premises of the Great West Saddlery Co. at Olds, Alberta, were destroyed in a fire that caused a loss of \$50,000 in the business section.

The Alberta Foundry and Machine Company, of Medicine Hat, Alberta, is enlarging its plant and will go into the manufacture of light farm tractors.

The Webster Electric Co., Racine, Wis., manufacturers of gas engine ignition devices and electrical specialties, has plans for a two-story addition, 45x85 feet.

The McQuay-Norris Mfg. Co., St. Louis, has purchased a five-acre site on which it will build a new plant affording a needed increase in manufacturing facilities.

An addition to the tractor plant of the Moline Plow Co., Moline, Ill., is now under construction. The building will be 160x280 feet in size, and will cost approximately \$200,000.

At the recent board of directors' meeting of the Parrett Tractor Co., Chicago, Leo M. Rumely was made a vice-president of the company with supervision over sales, advertising and service problems.

The Moline Plow Co., Moline, Ill., has begun work of construction of an additional building at its Rock Island tractor works, one-story, with basement, 160 by 280 feet, to provide greater loading facilities.

Upon the death of E. H. Bissett, president of Bissett & Webb, Ltd., who controlled the stock in the Owl Metal Co., Ltd., Winnipeg, the estate sold his interest to E. G. and L. R. Barrett, of the Vulcan Iron Works, Winnipeg.

The Bryan Harvester Co., which recently moved from Albuquerque, N. M., to Peru, Ind., has installed factory machinery and soon will be in production. The

company will manufacture a steam automobile and a light high-pressure steam tractor.

The Massey-Harris Harvester Co., Batavia, N.Y., has established a branch house in Minneapolis at 334 First Street North. Territory formerly handled by Lindsay Bros. Co., and the Fargo branch of the company are included in the new arrangement.

The new Superior assembling plant of the Stinson Tractor Co., Minneapolis, will handle practically all of a 300-tractor order from Martin & Phillips, of Medicine Hat, Alta. Delivery will be made at the rate of fifty machines a month, beginning with April.

The Turner Manfg. Co., of Port Washington, Wis., announces the appointment of the Geo. F. Smith Co., of St. Louis, Mo., as distributor for the Turner Simplicity tractor in the St. Louis territory, succeeding the Mound City Buggy & Auto. Co., whose sample tractors they have taken over.

New Incorporations

The incorporation of the Marvel Mfg. Co., of Waterloo, Ia., for the purpose of manufacturing a combined farm tractor and truck has been announced. The capital stock is \$150,000.

The Detroit - Culto - Tractor Corp., a newly organized concern, of Detroit, Mich., is about to place a \$750 tractor on the market. The first machine has been completed and production will start on the first 1,000 about April 1. The company is incorporated for \$1,500,000.

Norton Tool and Machine Co., Ltd., capital, \$40,000, head office, Toronto, plans to manufacture and deal in tools, machinery, implements and hardware.

International Engineering Corporations, Limited, head office, Toronto, capital \$750,000, plans to manufacture pumps and agricultural machinery.

Ferro Alloys Iron and Coke Company, Limited, head office, Toronto, capital \$100,000, plans to manufacture and deal in steel, alloys, machinery and mechanical appliances.

The United States Tractor & Machinery Co. has located its plant at Menasha, Wis. The capital stock of the company is \$250,000.

Deere Did Large Business

Total income of Deere & Co., Moline, Ill., for the year ended Oct. 31, 1918, was \$7,930,152, according to the annual audit just published. The net income was \$4,834,987.12. The audit shows that the company has a surplus of \$12,232,592.53.

AULTMAN-TAYLOR

Line of Power Farming Machinery

The Gateway to Dealer Success

DURING the past few years the whole world has been told of the wonderful achievements of the tractor in agricultural development.

During the past 54 years the American farmer has been relying upon the absolute reliability and economical superiority of the Aultman-Taylor power farming machinery. During the past 10 years the farmer has been learning by actual experience, what the name Aultman-Taylor means to tractors.

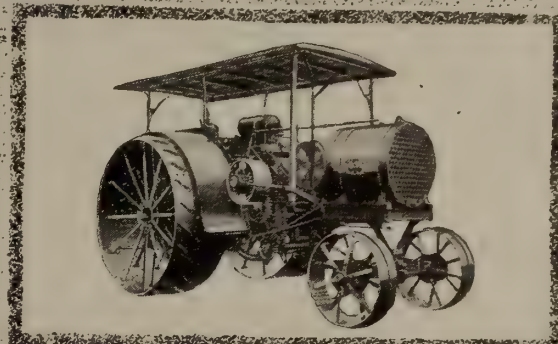
Never before in the history of the world has there been such a demand for American farm products—a demand which can be met only by the use of mechanical power—the tractor and other power farming machinery.

If you can see big opportunities in a big way you will never let slip such a chance to cash in on a country-wide demand for a staple seller backed by prestige of over half a century with your customers who are being constantly reminded of Aultman-Taylor Tractors and New Century Threshers in our farm paper advertisements.

We want big, broad-minded representatives to handle an unprecedented flood of business. We need them now so write to our factory or nearest branch for our Dealer's Proposition.

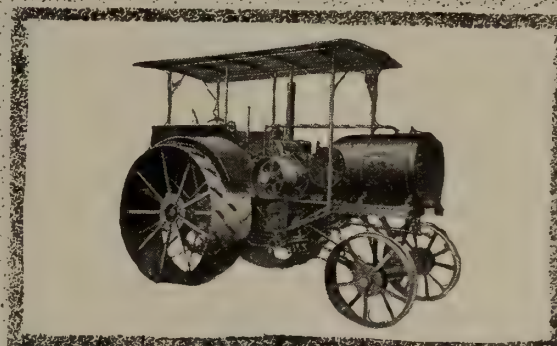
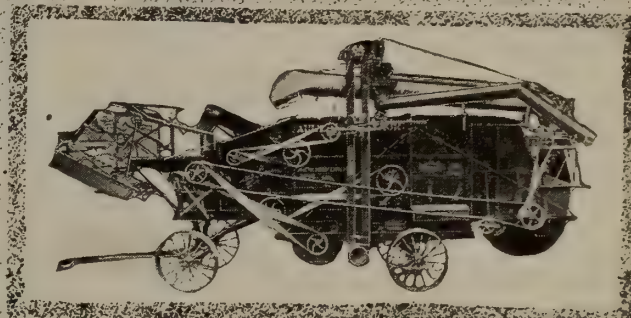
The Aultman-Taylor Machinery Co.
MANSFIELD, OHIO

CANADIAN BRANCHES
CALGARY AND REGINA

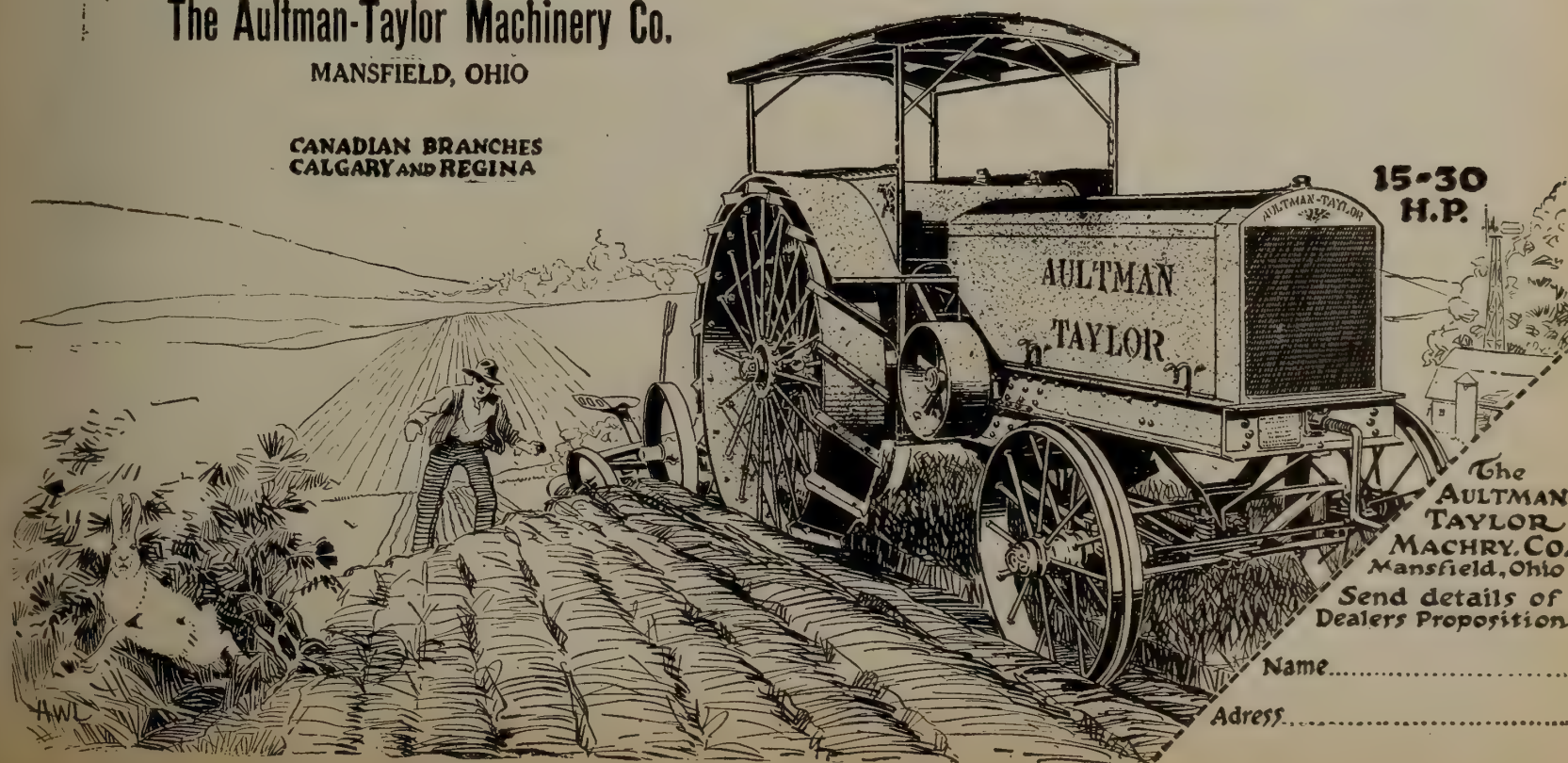


30-60
H.P.

NEW CENTURY
4 SIZES



22-45
H.P.



15-30
H.P.

The
**AULTMAN
TAYLOR
MACHRY. CO.**
Mansfield, Ohio
Send details of
Dealers Proposition

Name.....

Address.....

ANNOUNCEMENT

BY THE

Maytag Company, Ltd.

OUR Commission Contract covering the sale of the **GENUINE MAYTAG ALL STEEL RUTH SELF FEEDER** and a full complete line of Threshers' Supplies is very liberal and will make you good money if you push things along.

If we are not already represented in your town, let us hear from you, and **PLEASE** do not delay.

There's a

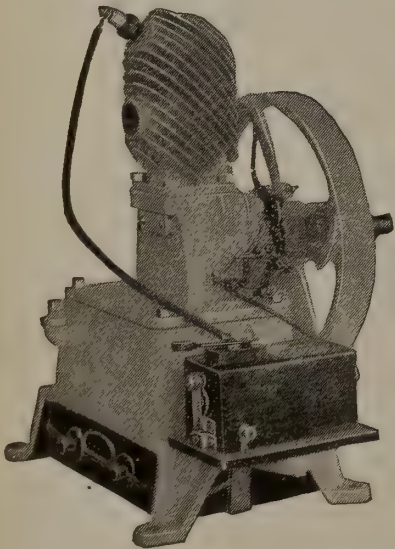
"MAYTAG" Washer For Every Farm Home

Thousands of rural and suburban homes are using the **MAYTAG** Washer to-day, effecting big saving of time and labor. The **MAYTAG** takes the hardship and drudgery out of wash-day; it handles the finest fabrics and laces as well as heavy woollens or overalls.

It is no trouble to sell a **MAYTAG** to anyone whose home is equipped with an Electric Lighting Plant. We have the proper attachments to make a complete, satisfactory job.

The "MAYTAG" One-Horse Gasoline Engine

This is not only the lightest and simplest Gasoline Engine on the market, but at the same time the most powerful.



For pumping, running fanning mill, cream separator and other light work, it has no equal. No trouble to pick it up and carry it from place to place.

We furnish the engine, which is an air-cooled, two-cycle; a set of sealed batteries, a coil, a tin of Maytag special lubricating oil, everything ready to operate, at a price that makes them easy to sell, and you, the Dealer, can make a good profit.

WRITE FOR FULL PARTICULARS

The Maytag Company
Limited
WINNIPEG MANITOBA

Avery Managers Held Annual Meeting

Enthusiasm for the Avery line and optimism relative to the prospects for 1919 prevailed among the many branch house managers, officers, directors and department heads of the Avery Company, Peoria, Ill., during their recent annual sales' conference.

The convention opened with a trip through the entire factory. Two days were spent in conferences between the managers and the officers of the company. Special talks were given on conditions by J. B. Bartholomew, president of the company, and by C. E. Bronner, sales manager, on the subject of selling. Advertising, service and office work were also dealt with in addresses by officials. On the Thursday evening a banquet was held, and Friday and Saturday were devoted to individual conferences between the managers and officers.

Among the officers of the company participating in the conferences were J. B. Bartholomew, president; R. J. Boynton, vice-president; E. A. Cole, treasurer; C. E. Bronner, sales manager; G. L. Avery, secretary; E. M. Voorhees, assistant secretary.

British Manufacturers Busy

The British firms manufacturing farm machinery are now assiduously converting their plants to a peace basis and will go in for production upon a large scale. They claim that they should have every encouragement and facility so as to offset the large competition of imported lines from the U. S. and Canada. In harvesting machinery the main competition is from this Continent. Out of the

average demand in the United Kingdom British factories produce the following percentage:

Mowing machines, 65-70 per cent; total demand about 15,000 yearly.

Self-rake reapers, 50-60 per cent; total demand about 800 yearly.

Self-binders, 30-35 per cent; total demand about 12,000 yearly.

A Well-Merited Promotion

With the departure of D. Macpherson to assume the duties of assistant manager in the Ontario branch of the Massey-Harris Company, the Winnipeg branch of the organization said good-bye to the sixth employee, who in the last fifteen years received promotion to wider fields of usefulness—a record of which any branch could be proud.

Of good old Highland Scottish descent, Mr. Macpherson was

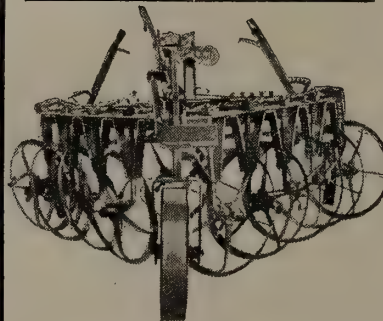


D. MACPHERSON

raised at East Valleyfield, P.E.I. Though a son of the soil his inclinations were in other directions and studies early engaged his attention. Graduating in rapid succession from public school and high school, he wound up with honors from Prince of Wales University, Charlottetown. After a short teaching career, the insistent call of the West became too strong, and landing in Winnipeg in April, 1904, he became associated with the Massey-Harris Company on March 1st, 1905, and continued with them until his departure to Toronto on March 1st, 1919.

Starting at the lowest rung, Mr. Macpherson, by force of ability and personality, rose step by step until he became office manager of the Winnipeg branch. So acceptably did he handle the duties of this position that he early became a mark for further promotion. Still a young man, the qualities and abilities that have carried him thus far, bespeak for Mr. Macpherson still wider fields of promotion and usefulness in the Massey-Harris organization.

"NEW ERA" Rotary Cultivators GUARANTEED WEED KILLERS



Does what no other cultivator can do. Pulls the weeds out or cuts the root off under the ground. Destroys Sow Thistle, Quack Grass, etc. A necessity for every farm. The "New Era" Rotary Cultivator is a money-maker for dealers.

DEALERS WANTED

STEWART SHEAF LOADER CO., LTD.
MANUFACTURERS
470 MARTIN AVE. WINNIPEG

Prior to his departure, Mr. Macpherson was met by the management and staff and, as a token of the respect and esteem in which he and Mrs. Macpherson were held, presented with a handsome cabinet of silver.

Sharpe in New Position

G. P. Sharpe, who has been advertising manager of the De Laval Separator Co., New York, since 1910, has been appointed assistant general sales manager in charge of advertising and sales promotion of the Cleveland Tractor Co., Cleveland, Ohio. Mr. Sharpe entered his new position on April 1st. He was at one time connected with the Studebaker Corporation, South Bend, Ind., and has had a wide experience in advertising and business promotion work. He was editor of the De Laval house organ, which is well known to agents for that line.

The Commercial Car

In the United States the number of commercial motor vehicles now operating is approximately half a million. It is estimated that these trucks have an average capacity of two tons and can average 50 miles a day, including time spent in loading and unloading. Thus they have a combined capacity of 50 million ton-miles daily or 15 billion ton-miles a year. In this connection the importance of the commercial car is evident as taking a considerable load off the over-burdened railroads.

If, for example, all shipments originating within a distance of even twenty-five miles of cities are handled by trucks, which make deliveries direct to consignee, the railroad freight houses will be relieved of all this miscellaneous small freight that now causes so much terminal congestion.

Establishment of rural motor express lines has a most important influence in stimulating production of foodstuffs. They give farmers an assured means of daily communication with markets and permit them to devote all their time to farm work instead of wasting a large part of it driving long distances to market with loads of produce. There are already hundreds of such truck lines in operation, in the United States, giving dependable and satisfactory service.

The value of the commercial truck is especially evident in these times when farm labor is scarce and high priced. There has been a steady drain during the war on the supply of

horses and mules throughout the world, and all grains have increased enormously in price. To increase production of human foods under these conditions, machinery must be used more extensively. The day is not far distant when the motor truck will be a standard part of the implement dealer's stock, for, beyond doubt, the demand for these will

steadily increase as road systems develop and better roads are constructed in rural areas.

More Ford Stories

Rumors have been current that Henry Ford was going to establish an immense tractor plant in Moline as a competitor of the Universal tractor now being built

by the Moline Plow Co., largely owned by the president of the Willys-Overland Co. Another story that Ford was to buy a controlling interest in Deere & Co. became so emphatic that the plow concern have officially denied the story.

Skim your territory for cream separator trade.



The cream of the cream separator trade goes to the De Laval agents

There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

Largest Manufacturers of Dairy Supplies in Canada

MONTREAL

PETERBORO

WINNIPEG

VANCOUVER



Western States Making Machinery Legislation

Evils in legislation seem to spread as rapidly as plant diseases. Whether or not they have caught the virus from our agricultural legislatures in Western Canada, the states of Nebraska and North Dakota are evidently also on the way to make life a Hades for the farm machinery business within their borders.

One Nebraska bill, according to a report in Farm Implement News, requires that all supplies and repairs for automobiles and tractors be carried in stock within the state. All persons or organizations engaged in selling automobiles or tractors in Nebraska will have to comply with this provision, and failure to do so will void any selling transaction in which they engage, according to the bill. If a dealer bought trac-

tors of a manufacturer who had no other representatives in the state, this dealer would have to carry all necessary repair parts on hand himself in order to sell the machines. These include repairs for all equipment and attachments.

A second bill in Nebraska asks for an official approved test on every make of tractor sold in that state, to be conducted by three engineers appointed by the state university. Any tractor failing to come up to the rating claimed cannot be sold in the state. No tractor company can sell in Nebraska, by a further provision, that does not maintain one or more service stations within the state.

In North Dakota a bill requires tests for power capacity on all in-

ternal combustion oil engines sold within the state and labelling of the results on some conspicuous metallic part of the machine, says our contemporary. By appealing to the engineering department of the agricultural college, any purchaser may have his engine tested for a specified fee, according to the bill, and whenever the initial horse-power falls below the rating on the label, the seller will be subject to a fine of from \$25 to \$500, or six months' imprisonment, or both. In addition the seller will be required to pay the cost of the test.

Should the legislation in these states, as reported, come into vogue, then the farm machinery trade will have to meet the tribulations which we know so well in the Canadian West, where you have now three different acts to meet in one territory.

Doyle Appointed Foreign Representative

For many years the Sharples Separator Co. has enjoyed an extensive foreign trade and now that the war is over the foreign demand for Sharples suction-feed separators has assumed so large proportions that it has been found necessary by the company



F. A. DOYLE

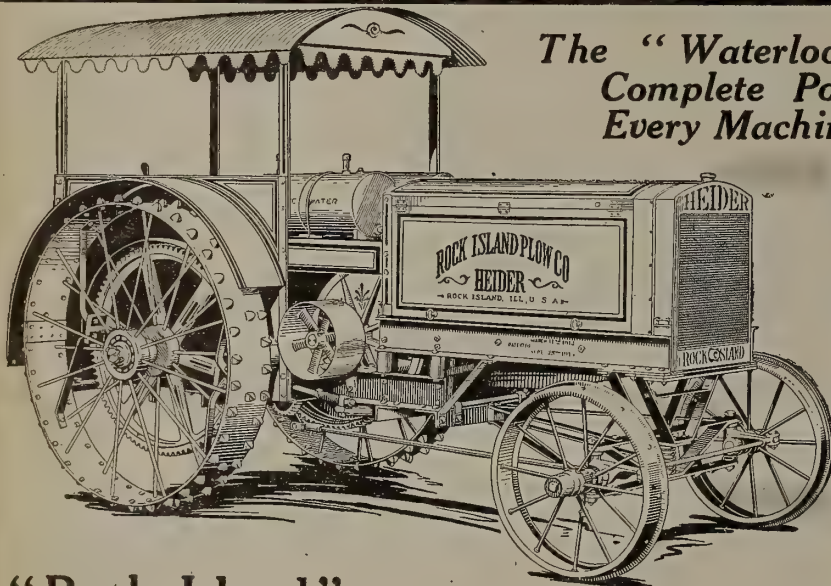
to have a European manager. As a result, on March 10th, Frank A. Doyle sailed for Europe, where he will represent his company in a general way.

Mr. Doyle has had a great deal of experience in the separator business and, during the past two years, has been manager of the factory machine department of the Sharples Separator Company at West Chester, Pa. His excellent record has warranted this recognition.

As an indication of the standing of the Sharples machines in Europe, it is a significant fact that the French government cabled an order for 1,020 Sharples suction-feed separators, immediately following the signing of the armistice, for use in reconstruction work in dairy regions in France. This order was obtained in competition with separators manufactured in several countries.

A Tractor Short Course

A short course in tractors and engines, one week in duration, was held at Moosomin during March. Over 70 students attended from that district, the school being put on by the J. I. Case Threshing Machine Co. The four instructors were H. J. Quane, manager of the Regina branch; Messrs. Jones and Boydson, tractor and engine experts, and Mr. Stewart, ignition expert. The course was held in connection with the Moosomin Collegiate Institute.



The "Waterloo" Agency Means a Complete Power Farming Line Every Machine a Real Profit Maker

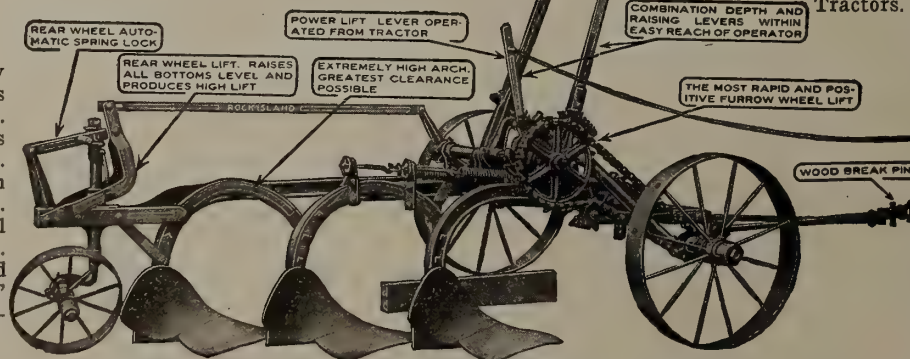
HEIDER TRACTORS

Made in two sizes: 9-16 H.P. and 12-20 H.P. Eleven years field work on the farms of this continent, doing both haulage and belt work, have proved the superiority of Heider construction. The Heider patented, friction drive gives seven speeds forward and reverse; all on one motor speed and with one lever control for tractor or belt work.

Use gasoline or kerosene without carburetor changes. Steady, dependable power for every purpose. Write us for complete literature on the Heider Tractors.

"Rock Island" Tractor Plows

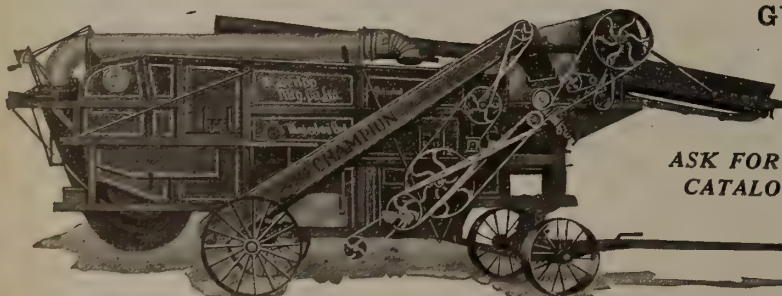
The dealer who values his plow trade must have a plow that does perfect work with any tractor. For years Rock Island plows have been leaders in the field. They are the tractor plows with the front furrow wheel lift. Heavy, strong design; well braced. Exceptional clearance. High and level lift. Rigid hitch. Equipped with "CTX" Bottoms. The only 2, 3 or 4-furrow plow made.



"Waterloo" Champion Separators---America's Best Threshers

GUARANTEED GRAIN SAVERS

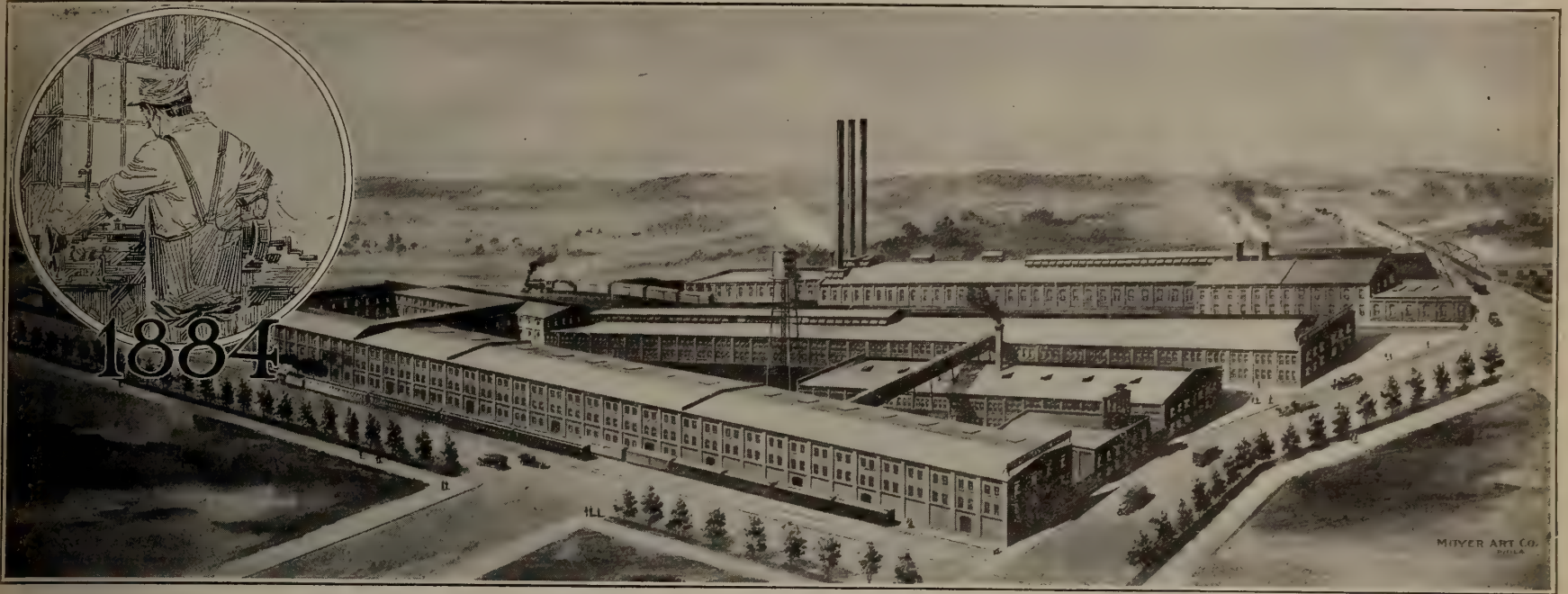
There will be a big demand this year for quality separators. The dealer who handles the "Waterloo" Champions will do profitable business in any district. Equipped with Feeder, Stacker, Wagon Loader and Register. A size for every farmer: 20x36, 24x36, 24x42, 28x42, 33x52, 36x56 and 40x62 inches. Their reputation makes them the easiest sold threshers on the market. Ask for catalog.



ASK FOR OUR CATALOGUE

Dealers: The "Waterloo" Line and "Waterloo" Quality are an assurance of big business for Waterloo Agents. Canada's foremost line for over 60 years. We handle: Kerosene Tractors, Plows, Tractor Discs, Portable and Traction Steam Engines, Separators, Wind Stackers, Feeders, Baggers, etc. For particulars of our line address:

THE WATERLOO MANUFACTURING COMPANY, Ltd.
REGINA PORTAGE LA PRAIRIE SASKATOON



SHARPLES

Pioneer in 1884
Leader in 1919

The above is more than the picture of the oldest and largest separator works in North America. It is convincing evidence, expressed in bricks, machines and men, of the support given Sharples by the dairymen of the world.

Back in 1884, P. M. Sharples, a machinist at West Chester, Pa., began studying the problems of dairymen. Quickly realizing, through actual experience, that foreign separators were inefficient, he invented the first North American separator. Not only is Sharples the pioneer North American separator, but every notable improvement in separator construction has been a Sharples achievement. The Sharples Suction-feed Separator is today the only separator that skims clean at any speed---and has no discs in the bowl.

Sharples Milker---the only milker with a positive squeeze---is another Sharples pioneer achievement.

Now, Here's What The Above Means To You

Through a Sharples Dealer Contract, you can take advantage of the Sharples 35 years of goodwill; the Sharples pioneering; the Sharples 100 per cent Americanism; the Sharples mechanical supremacy. But the Sharples Contract is not being "hawked" around---we only want dealers who measure up to the Sharples standard. For such dealers there are opportunities now that may not be available in six months---as the Sharples Contract is naturally being eagerly sought after.

Correspondence invited from progressive dealers

THE SHARPLES SEPARATOR COMPANY

TORONTO, Ont.

REGINA, Sask.

The Lounsbury Co. - - - Newcastle, N.B.

J. Clark & Son - - - Fredericton, N.B.

Distributors through all their Branches

New Case Publication

The J. I. Case Threshing Machine Co., Racine, Wis., have forwarded us a very attractive piece of advertising literature entitled "Case in the Field." This pictorial record shows the many units in the Case line at work in the field, the views being reproductions of actual photographs. The variety of the operations indicate to a marked degree the adaptability of the Case kerosene tractors.

The selection of subjects includes some of the principal operations and has been governed

by the clearness with which the operations and their results are shown, and not by the intention of making merely pretty pictures. Statements accompanying the views explain the operations and are designed to be helpful in the selection of that type and size of power equipment best suited for service under the conditions which may govern individual needs.

The tractors are shown manure spreading, plowing, discing, cultivating, packing and pulverizing, seeding, roadmaking, operating hay machinery, harvesting, threshing, pulling potato harvest-

ing machinery, doing all kinds of belt work, etc. The Case steam engines are also shown doing a variety of work. The centre of the book is a very fine panoramic view of the Case factories, while views of the various branch houses form an interesting feature. The whole book shows the artistic work inseparable from Case literature.

Tractor Speed Important

Plowing speed is an important factor in tractor operation. Plow makers must have a clear idea of the approximate speed at which their implements will be

drawn in actual service. Otherwise they would make mistakes in design and construction which would result in frequent breakdowns and generally poor performance. Similarly, farmers must know how fast to drive their tractors — particularly the low-powered machines — in order to get best results in their field work. Tractor manufacturers must protect their machines from the evils of overspeeding as well as from overloading.

Advance-Rumely Feeder Governors

At the National Tractor Show at Kansas City the Advance-Rumely Thresher Co. showed their 22 x 36 separators, a size which they state is now selling in large quantities. This separator is fully equipped and should be a popular type with the present demand for separators for light tractor use.

The new Rumely governor for the feeder is a part of the equipment which is of interest to thresher dealers. It was developed by the company to regulate the flow of grain to the cylinder. It is placed on the feed spreader cylinder shaft at the side of the feeder.

This equipment consists essentially of a centrifugal two-ball governor acting through an arm that engages to release a clutch on the upper bundle elevator shaft. As the balls are thrown apart by the centrifugal force, a cone-shaped piece, revolving with the governor, moves outward and presses against a hardened steel roller, also cone-shaped, and carried on the end of an arm pivoted at the middle. Up to proper speed this arm is held, disengaged from the clutch and the chain sprocket drives the bundle elevator. If a slug of grain goes into the feeder the balls come closer together, raising the cone roller and the opposite ends of the arm engage the clutch, permitting the sprocket to revolve without turning the bundle elevator shaft. The feeder then cleans itself and the separator regains normal speed again.

Minneapolis Line Literature

The Minneapolis Threshing Machine Co., West Minneapolis, Minn., has issued a 32-page catalog describing the 1919 Minneapolis line of tractors, steam engines, separators, corn shellers and attachments. The catalog is attractively presented, with a color in covers, and contains concise technical descriptions of the various machines along with attractive views taken in the field.

These Manufacturers Will Save 10,000,000 Bushels of Wheat



THE Government desires the farmers of this country to produce a Billion Bushels of Wheat in 1919. With such a crop the manufacturers named below will help threshermen save 10,000,000 bushels that would otherwise be lost. The machines these manufacturers supply are equipped with the famous Grain-Saving Wind Stacker which, by actual test, saves from one to three per cent. **more** grain. Be sure your machine has the

Grain-Saving Stacker

Adopted by the United States and Canadian Threshing-Machine Manufacturers

This improved stacker returns to the separator the grain blown to the stack in the ordinary process. It saves more than enough to pay the threshing bill. Get facts from any one of the makers of North America's standard threshing machines. Many of these are also familiar to you as makers of the leading tractors and farm implements.

Write Today to Any of These for Grain-Saving Stacker Information

LIST OF MANUFACTURERS

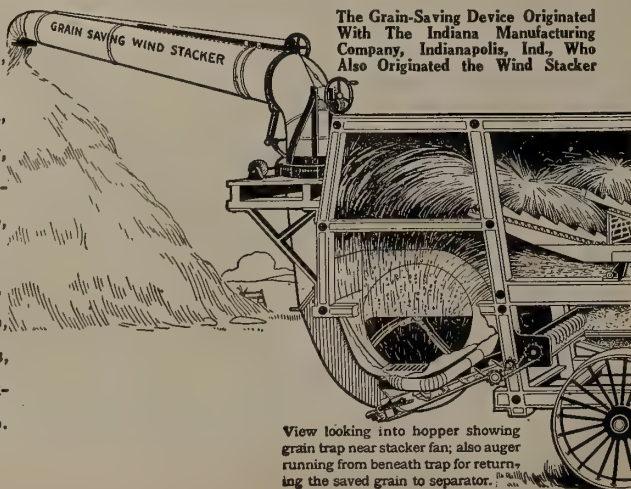
CANADA

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
Ernst Bros. Co., Ltd., Mt. Forest, Ontario.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ontario.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Company, Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Sussex Mfg. Co., Ltd., Sussex, New Brunswick.
Waterloo Mfg. Company, Ltd., Waterloo, Ont.
E. Watt Machine Works, Ltd., Ridgeway, Ont.
George White & Sons Co., Ltd., London, Ont.

Frick Company, Waynesboro, Penn.
Harrison Machine Works, Belleville, Illinois.
Huber Mfg. Co., Marion, Ohio.
Illinois Thresher Co., Sycamore, Ill.
Keck-Gonnerman Company, Mt. Vernon, Ind.
Minneapolis Threshing Machine Co., Hopkins, Minn.
Southwest Mfg. Co., Oklahoma City, Okla.
Port Huron Engine & Thresher Co., Port Huron, Michigan.
The Russell & Company, Massillon, Ohio.
Russell Wind Stacker Co., Indianapolis, Ind.
Sawyer-Massey Co., Ltd. (U. S. Agency), Moline, Illinois.
Swayne, Robinson & Co., Richmond, Ind.
The Westinghouse Co., Schenectady, N.Y.

UNITED STATES

Aultman & Taylor Mach. Co., Mansfield, O.
Avery Company, Peoria, Illinois.
A. D. Baker Company, Swanton, Ohio.
Banting Manufacturing Company, Toledo, Ohio.
Batavia Machine Company, Batavia, N.Y.
Buffalo Pitts Company, Buffalo, New York.
Cape Mfg. Co., Cape Girardeau, Missouri.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Co., St. Johnsville, N.Y.
Ellis-Keystone Agricultural Works, Pottstown, Pennsylvania.
Emerson-Brantingham Co., Rockford, Ill.
Farmers' Independent Thresher Co., Springfield, Illinois.
A. B. Farquhar Co., York, Penn.



The Grain-Saving Device Originated With The Indiana Manufacturing Company, Indianapolis, Ind., Who Also Originated the Wind Stacker

View looking into hopper showing grain trap near stacker fan; also auger running from beneath trap for returning the saved grain to separator.



"In a Class by Itself" Says Mr. Flood

"We consider the EMPIRE Contract one of the best assets of our business," he adds.

Does that describe the kind of Milking Machine Contract you would like to have?

There is an excellent opportunity in your territory for the sale of EMPIRE Milking Machines.

This opportunity exists, first: Because your dairymen customers NEED Milking Machines; second, because the EMPIRE has earned for itself a name that is unapproached in the milking machine field—the EMPIRE is the Recognized Standard; third, because EMPIRE Milking Machines are broadly advertised—farmers everywhere know their fame; fourth, because we offer you a contract and a service without parallel.

What EMPIRE Milking Machines have done for other dealers, they will do for YOU.

Write us at once for a catalog, so that we can send you full information without obligation on your part.

THE

Empire Cream Separator Co. of Canada Ltd.
146 Craig Street West, Montreal, P.Q. Toronto, Ont.

Robinson-Alamo, Limited Western Canadian Distributors
140 Princess Street Winnipeg, Man.

This is one of hundreds of similar letters that we have received from Empire Dealers. Empire Dealers are prosperous Dealers—leaders in their communities. They realize that the EMPIRE Line wins and holds customers for them. That is why we have so little open territory.

EMPIRE

MILKING MACHINES

Strachan Appointed Canadian Manager for Swedish Separator

The Swedish Separator Company, Chicago, manufacturers of the "Viking" cream separator, announces that E. S. Strachan, Winnipeg, has been appointed manager over all Canadian sales of their well-known line.

Mr. Strachan is well known to the farm machinery trade as former manager of the John Watson Mfg. Co., Winnipeg, which concern has been a distributor for the Viking separators for the past four years. He has commenced in his new position, in which he will work under the Chicago office, covering territory for his company from Halifax to Vancouver. His permanent address will be in Winnipeg.

"Ed," for so Mr. Strachan is generally known, is a pioneer Westerner. He was born in Paisley, Ont., and in 1878, as an infant, along with his parents, he came into the village of Winnipeg in a Red River boat. He was educated in the local schools and first entered business in the office of Bulman Bros., printers. In 1898 he entered the employment of the

John Watson Mfg. Co. as shipper and stenographer, and in 1904 was promoted to the position of accountant. For two or three years he travelled for his company throughout the Western provinces making the acquaintance of many dealers.

In 1907 he succeeded Archie G. Watson as Western manager of the company, Mr. Watson going East to the factory at Ayr, Ont. Until his recent severance with



E. S. STRACHAN

the Watson organization, Mr. Strachan has filled the position of manager with great ability for twelve years, and had been connected with the company for over twenty-one years. In his new position he will mostly visit the distributors in each province and also the Viking dealers in the leading trade centres. Mr. Strachan has made a deep study of the dairy industry, and sees great possibilities in this line in the Canadian West. As he expresses it: "The farmers of Canada want to save the greatest percentage of the cream their herds yield. I knew that the Viking was the closest skimmer, the greatest cream saver that I had ever seen. So—I began to sell the Vikings."

The Swedish Separator Co. during 1919 will have a capacity of over 180,000 machines. They have greatly increased their factory in Chicago to take care of the steadily growing demand for this popular machine. During the war steady supplies of parts were obtained from Sweden, but many parts had to be manufactured in the factory at Chicago where the Vikings are part machined and assembled. A large stock of repairs is also made in the Chicago plant, while all the jobbers of the Viking line carry complete repair stocks. The following concerns in Canada are distributors for the Swedish Separator Co.:—P. T. Legare & Co., Quebec; Clay Farnham, Windsor, Ont.; The John Watson Mfg. Co., Winnipeg; The Bert Conway Estate, Regina; Canadian Western Mfg. & Supply Co., Calgary; and Brown, Fraser & Co., Vancouver.

His many friends in the trade will be glad to learn of Mr. Strachan's appointment to this responsible position, in which his marked sales and executive ability should be of the greatest value to the company he now represents.

Companies Amalgamate in Alberta

Commencing with the first of April, a new firm in Alberta, known as United Engines and Threshers, Ltd., will represent exclusively in the Provinces of Alberta and British Columbia the following well-known and old-established companies in the Canadian agricultural world: Goold Shapley & Muir Co., Ltd., and the Waterloo Manufacturing Co., Ltd.

The new firm is taking over the office and warehouse of Goold Shapley & Muir Co., Ltd., at Calgary and Edmonton. T. R. Scott, who has been with Goold Shapley & Muir Co., Ltd., Calgary, for more than twenty years, will be manager of the new company.

It is the intention of United Engines and Threshers, Ltd., to add in the near future several new lines to those already mentioned.

The Goold Shapley & Muir Co.,

whose headquarters are at Brantford, Ont., manufacture tractors and stationary engines, windmills, feed grinders, pumps, saw frames, etc. The Waterloo Manufacturing Co., of Waterloo, Ont., have for more than sixty years produced steam engines, separators and other threshing equipment.

Stinson Tractors May Be Manufactured in the West

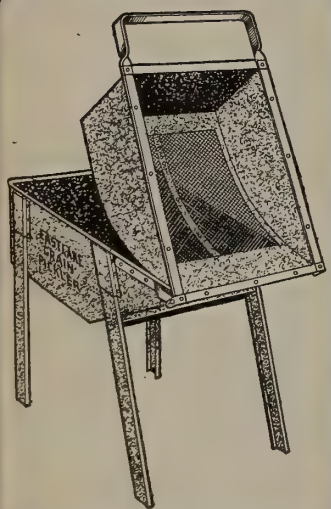
Martin & Phillips, Medicine Hat, Alta., state that they will likely commence shortly to build the Stinson tractor, which machine is now being manufactured at Superior, Wis. The Stinson is an 18-36 horse-power machine, which is said to handle four plows. It has a four-cylinder engine, 4¾ x 6, using kerosene. The weight of the tractor is 6,350 lbs.

Mr. Martin has been in Minneapolis recently negotiating with the Stinson Tractor Co. for the Canadian manufacturing rights. The firm of Martin & Phillips are successors to the old Medicine Hat plant of the Canadian Western Foundry & Supply Co. They also contemplate going into the plow manufacturing business and are erecting a large plant at Redcliff. The company recently informed a representative of this publication that they would be in every way able to compete with imported machinery, both as regards quality and price. They will also engage in tractor repairing and overhauling, reboring cylinders, etc., and will manufacture a disc sharpening machine of new design.

Tractor Concern Bankrupt

An involuntary petition in bankruptcy has been filed against the Interstate Tractor Co., Waterloo, Ia. Claims of the petitioners aggregate approximately \$2,000. Other claims already listed aggregate \$10,000. The petitioners ask for the appointment of a receiver.

It helps a whole lot to discourage price-cutting if you never cut a price yourself.



"EASTLAKE" Grain Pickler

Quick in action—gives TOTAL IMMERSION—simple to operate—cannot get out of order—no waste of fluid.

Fill from bag or scoop, empty by tilting hopper, repeat as fast as you like.

An efficient, quick-acting pickler for busy Western Farmers.

ASK FOR OUR FREE PICKLER CIRCULAR AND PRICES.

195W

The Metallic Roofing Co. Limited
797 Notre Dame Ave. Winnipeg



THE BEST YET
AUTOMATIC
GRAIN PICKLER

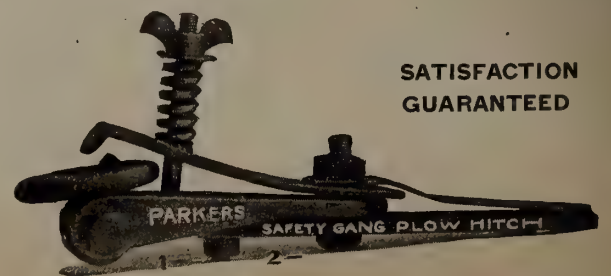
GEORGE & McCUAIG, Manufacturers

AUSTIN and PRITCHARD STREETS, WINNIPEG

Protect Your Tractor and Plows with our SAFETY HITCH

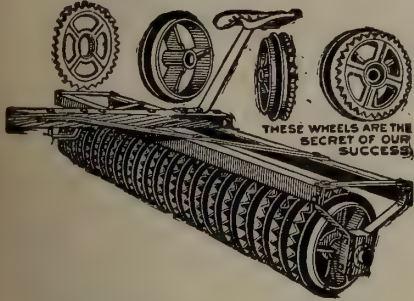
Dealers
Wanted

Write for
Proposition



SATISFACTION
GUARANTEED

They Prove the Value of a Cushman Contract



THE WESTERN PULVERIZER PACKER AND MULCHER

Makes a Perfect Seed Bed in One Operation

Made in sizes as follows:

Plow Packer—2 ft. 6 in. two furrow; 4 ft. three-furrow.

Single Section—4, 6, 8, 10 and 12 ft. sizes.

Three Section—11, 15 and 21 ft. sizes.

Will not clog. Makes a granular mulch that stops evaporation and conserves moisture.

What Should an Engine Weigh?

Abraham Lincoln was asked how long a man's legs should be and he replied, "they should be long enough to reach the ground—and no longer." An engine should weigh enough to do its work—and no more. Years ago it was necessary to cast engine parts very large and heavy, with heavy base and fly-wheel, or the violent explosions and fast and slow speeds of the old-style engine would tear it to pieces.

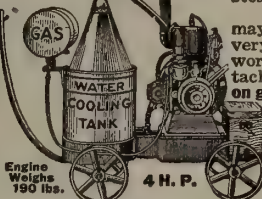
Six years ago the Cushman Motor Works designed a new type of farm engine weighing about one-fifth as much per H.P. as other farm engines, but so well built, balanced and governed that it ran more steadily and quietly than a farm engine was ever known to run. Some people laughed, and said that an engine weighing only 190 lbs. must be a toy, but when they saw the Cushman at work beside heavy engines weighing five or six times as much, they realized that weight does not mean power, and that the Cushman is a giant in power for its size.

Cushman Light Weight Engines

40 to 60 Pounds per Horse Power

4 H.P. Weighs Only 190 lbs. 15 H.P. Weighs Only 780 lbs.
8 H.P. Weighs Only 320 lbs. 20 H.P. Weighs Only 1200 lbs.

Cushman Engines have Throttle Governor and Schebler Carburetor, insuring regular speed even on jobs of irregular loads, like sawing. Their perfect balance also helps to make them steady, insuring unusual durability and freedom from engine trouble.

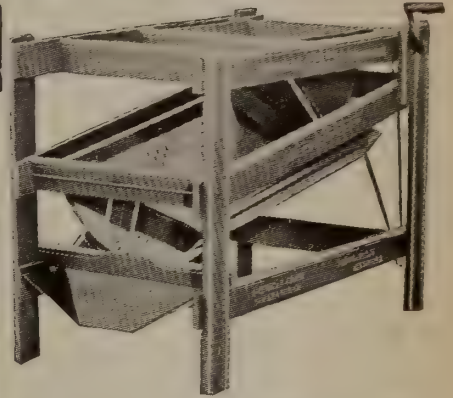
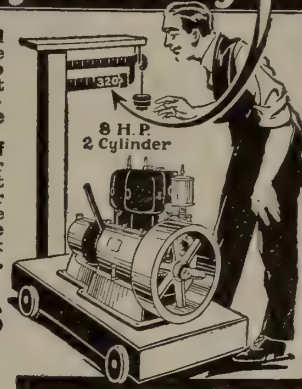


Engine Weighs 190 lbs.
Besides doing all other farm work it may be used as Binder Engine.

The 4 H.P. and the 8 H.P. are mounted on trucks, if desired, and may be pulled around by hand. These are very useful engines, as besides doing all work heavy engines do, they may be attached to machines in the field, as 4 H.P. on grain and corn binders and 8 H.P. on hay balers. All engines over 4 H.P. are double cylinder, which means steadier power.

The Cushman is not a cheap engine, but it is cheap in the long run. Engine Book free.

CUSHMAN MOTOR WORKS
Winnipeg, Canada



American Wild Oat and Barley Separator and Cleaner

Not a fanning mill or cleaner, but the only real wild oat separator that absolutely removes wild oats from tame oats and barley. The only machine that separates and grades in one operation. Patented slats distribute a thin, level layer of grain over the full surface of the sieve. Ask for literature.

Before Buying Any Engine Ask These Questions

How much does it weigh? If it weighs more than 60 lbs. per horsepower, why?

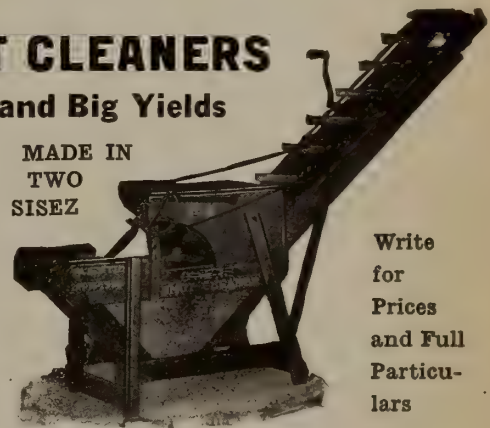
Is it throttle governed? A throttle governor insures steady, quiet economical power.

LINCOLN SMUT CLEANERS

Ensure Clean Seed and Big Yields

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN TWO SIZES



Write for Prices and Full Particulars

THE AUTOMATIC GRAIN PICKLER

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated. The most efficient automatic pickler on the market. Get one on your floor for spring business. Good stock on hand.



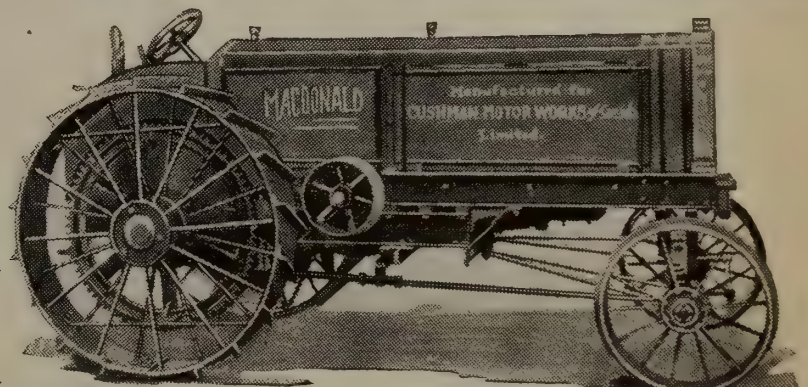
THE LINCOLN 24x46 SEPARATOR

The Perfect Thresher for use with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market.

THE MACDONALD 12-24 H.P. TRACTOR



Handles 3 plows under ordinary conditions and 4 in light soil. Motor 4-cyl., 4-cycle 4 3/4 x 6-inch. 750 to 800 r.p.m. Develops 28 to 30 h.p. at belt; 12 to 15 h.p. at draw bar. Weight 5900 lbs. The best light tractor made in Canada. Ask for full particulars and agency offer. Write to-day.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

THE CUSHMAN AGENCY GIVES YOU PRESTIGE AND PROFITS

We are Exclusive Selling Agents for: Tractors—Light Tractor Plows—Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners—Automobile Accessories, etc.

Harvester Organization Offers Employees Wide Powers

Thirty thousand International Harvester employees held elections on Wednesday, March 12th, at the seventeen American and three Canadian plants upon the company's proposed "Harvester Industrial Council" plan of employee representation. The balloting was secret and the vote at each plant was to decide whether or not to adopt the plan.

The introductory articles of the plan states its purpose to be the establishment of the relations of the employees and the management "upon a definite and durable basis of mutual understanding and confidence."

This plan was submitted in full detail to every employee in each of the plants. It is founded upon

recognition by the company's directors and officers of the fact that labor is entitled to a voice with the management in shaping the conditions under which labor shall work. The officials declare it to be a progressive development of the company's industrial policy which has heretofore found expression in the inauguration of the weekly pay system, and still earlier in the voluntary adoption of a workmen's accident compensation plan ante-dating Canadian and American legislation on that subject, as well as the Harvester Pension plan, wholly supported by the company, under which 523 employees have been retired on pension; also the Employees' Benefit Association which, in ten

years, has paid out more than \$3,000,000 to employees and their families.

The outstanding feature is the organization at each plant adopting the plan of a Works Council for consideration and recommendation to the management as to working conditions, health, safety, hours of labor, wages, recreation, education and other similar matters of mutual interest.

This council varies in size according to the number of employees, but no plant shall have less than five Employees Representatives, nor shall the Management Representatives ever exceed the Employee Representatives in number. Employee Representatives are to be freely nominated

and elected by the employees from voting divisions so arranged that all departments and crafts shall be fairly represented. The Management Representatives are to be appointed by the Management.

The groups of representatives are to have equal voice and voting power in the council and are to vote separately under the unit rule, so that a majority of either group shall determine that group's attitude.

Any employee or group of employees may at any time present suggestions, requests or complaints to the Works Council, either personally or through an Employee Representative, and shall have the right of appearance before the council for personal discussion. It is provided, however, that there must have been an opportunity for the plant management to settle the matter before it is acted upon by the council.

Foremen, assistant foremen or others having power of employment or discharge cannot vote at employees' elections nor serve as Employee Representatives. Every Employee Representative is guaranteed the fullest independence of action as such, including the right of direct appeal to the President of the Company and, if his ruling be unsatisfactory, to arbitration.

Findings of the Works Council shall be transmitted to the superintendent for execution. If the matter is deemed of such importance as to require executive attention, the superintendent will refer it to the President of the Company who may instruct him to put it into operation or may either discuss and settle the matter with the Works Council or refer it to a general council, summoned from all plants concerned, or by mutual consent may refer it to arbitration.

If the Works Council cannot agree upon a question it shall be referred direct to the President and if he is unable promptly to present a settlement satisfactory to the Employee Representative he may either put it before a general council or it may be referred, by mutual consent, to disinterested arbitration. If the President and the Employee Representatives of a Works Council or general council are unable to agree on an arbitrator, each side shall select an arbitrator and if these two are unable to agree they may appoint and call in a third arbitrator and the decision of a majority shall be conclusive. Findings reached by a general council or by arbitration shall be binding upon all concerned. The basis of representation as to

The Light Six - A GENUINE McLAUGHLIN CAR



The McLaughlin trade mark is a guarantee of efficiency in the mechanism and quality in the material and workmanship. The McLaughlin LIGHT SIX stands up to every test and cuts down the cost of motoring. Many owners of this model get over 30 miles per gallon from gasoline and eight to ten thousand miles on tires is not unusual.

Send for Catalogue

The McLaughlin Motor Car Co., Limited
OSHAWA, ONTARIO



McLAUGHLIN LIGHT SIX TOURING H-6-63

SEE THE McLAUGHLIN MODELS AT THE
NEAREST McLAUGHLIN SHOW ROOMS

general councils shall be approximately one representative to each thousand employees but no works shall have less than two council representatives.

It is expressly provided that there shall be no discrimination under the plan against any employee because of race, sex,

The provision for recall by employees of unsatisfactory Employee Representatives is also unique.

The plan departs from existing theory and practice by placing no length of service restriction upon the employee's right to vote. Generally such plans require at least three months' service before the employee is entitled to vote. Another useful provision calls for terms of one year for Employee Representatives, but for elections of half the representatives every six months, thereby preserving the continuity of the council.

An important clause is that which differentiates between the shaping of policies and their execution, the former being the function of the Works Council and the latter of the management, with the right, however, to have the manner of execution reviewed by the Works Council.



HAROLD F. MCCORMICK
President International Harvester Company

political or religious affiliations or membership in any labor or other organization. The Company agrees to provide at its own expense suitable meeting places for Works Council or sub-committees and to pay regular wages to employees absent from work as representatives or witnesses in Works Council. It also undertakes to pay reasonable travel and maintenance expenses of employees serving on general councils.

While, as stated, The Harvester Industrial Council plan is a progressive development of the Company's industrial policy, it exhibits some marked advances beyond similar systems now operative in the United States. Perhaps its most advanced feature is the frank inclusion of wages and hours of labor in the scope of the councils' activities; there are no reservations against any matters of mutual interest pertaining to working conditions. Other such plans, in the main aim to provide chiefly means of communication between employees and management, while the Harvester plan gives definite and equal representation and voting power in the councils and opens them to all employees.

Another distinctive feature is the provision for recesses of works and general councils to permit private conferences of Employee Representatives among themselves or with the plant councils which they represent.

Likewise the plan makes it clear that before any suggestion, request or complaint can be considered and acted upon by the Works Council it shall have been duly presented to the management. The secretary of the council is charged with the duty of learning whether this has been done and if not he is to lay it forthwith before the management.

In his letter of submission, President Harold F. McCormick says: "The directors and officers have for some time been working

out a plan to establish closer relations between the employees and the management" and adds: "Should this plan be adopted by majority of vote of the employees, the officers pledge their best efforts to carry it out in letter and spirit. It is my hope and belief that the plan, if adopted, will materially strengthen our relations in the work we have in common, and will make for the greater contentment and well-being of us all."

PATENT
YOUR INVENTIONS

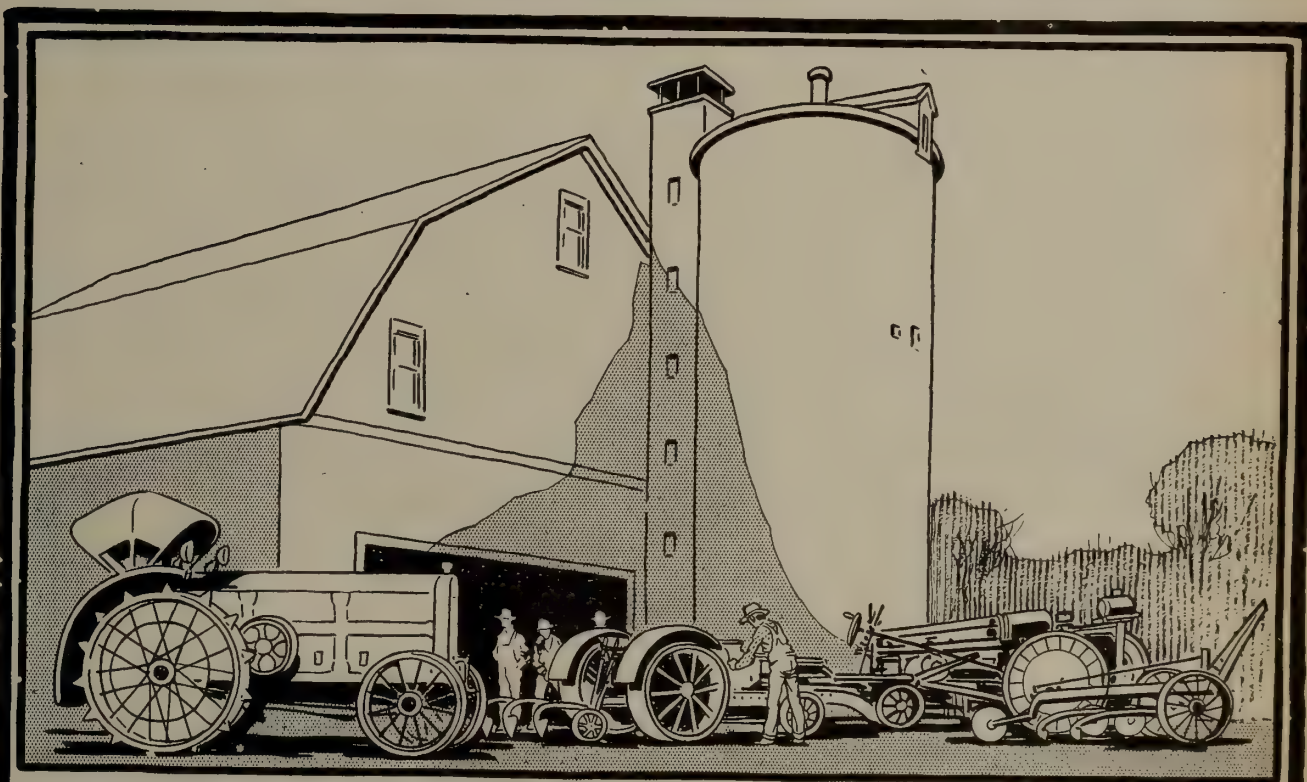
Send direct to Ottawa for free patentability report and booklet "Patent Protection." Clients' patents advertised in the "Patent Review."

Harold C. Shipman & Co. PATENT ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

LONDON CONCRETE MIXER
No. 6

Equipped with "NOVO" DUSTPROOF GASOLINE ENGINE. Capacity 6 cu. ft. per batch or 60 cu. yds. per day. Mixes any kind of concrete or mortar. Especially suitable for any kind of work requiring a portable machine. Saves the price of itself the first 30 days it is in use. Send for catalogue No. 1-B.

London Concrete Machinery Co. Ltd.
Dept. K., London, Ont.
World's Largest Manufacturers of Concrete Machinery



IN GREAT DEMAND ON THE FARM

IMPERIAL Farm Lubricants will be bought by farmers henceforth in larger quantities than ever. New users will be made and old users will use more. Imperial Oils are established with thousands of farmers. They are not experiments; they are proven successes—the products of an oil company whose producing, refining and marketing facilities are the best. Supplementing Imperial quality is our advertising in farm papers and newspapers. That tells the farmer what Imperial Oil to use for this or that machine—it puts him right on oils—places Imperial Service at his command. All of which will increase Imperial Oil sales—and YOUR PROFITS—if you stock up at once. Make your stock complete. How many Imperial Farm Lubricants are lacking on your list? Why not find out and make it unanimous?

IMPERIAL FARM LUBRICANTS

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY

For all gasoline-burning engines—automobiles, tractors and trucks.

IMPERIAL POLARINE A
For all motors requiring an unusually heavy oil.

IMPERIAL ELDORADO CASTOR OIL
A thick oil for worn and loose bearings.

IMPERIAL KEROSENE TRACTOR OIL AND IMPERIAL KEROSENE TRACTOR OIL EXTRA HEAVY

For kerosene-burning stationary engines and tractors.

IMPERIAL PRAIRIE HARVESTER OIL

A heavy-bodied oil for open bearings of threshers, binders and separators.

IMPERIAL CAPITOL CYLINDER OIL

For steam cylinder lubrication—tractors and stationary engines.

IMPERIAL STANDARD GAS ENGINE OIL

For stationary and portable engines using either kerosene or gasoline.

IMPERIAL THRESHER HARD OIL

For grease cup lubrication of bearings. A clean, solidified oil.

Imperial Farm Lubricants are for sale in 1/2, 1 and 4-gallon sealed cans, half barrels and barrels.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

Saskatchewan Dealer Promoted Combined Tractor School

George Matheson, the popular implement dealer at Craik, Sask., recently staged what is said to be the first combined tractor school held by a dealer in Western Canada. George worked day and night for weeks in order to make the event a success, and we are glad to report that the results outshone his highest expectations.

The school was in session for a week, being held in the Council Chamber of the Municipal Hall at Craik. The attendance averaged fifty to sixty farmers daily, and the farmers in that district are loud in their praise of Mr. Matheson for planning for their benefit this instructional course in farm tractors. The lecturers and instructors at the school were as follows:

J. L. Deering, Frank McMullan and Gordon Green, of the Hart-Parr of Canada, Limited; Charles Jonah, "Tiny" Hodgson of the Advance - Rumely Co.; "Dad" Ross and A. Reid, of the Sawyer-Massey Co.; Jess Bailey, of the John Deere Plow Co.; Lindsay Lee, of the Cockshutt Plow Co.; Fred Rennebohn, of the Imperial Oil Co.; and Frank Parks, of Craik.

The school opened with an address from Mr. Matheson, in which he outlined the value of power farming and the value of the tractor to every farmer. He introduced the various lecturers and said that Craik as a community was fortunate in securing so able tractor experts for the school, so that farmers could have every conceivable mechanical point in the machines explained to them by men who knew.

On Tuesday lectures and practical demonstrations were held on carburetion, general construction, different types of motors and fuel and power considerations. Wednesday was devoted to a complete analysis of ignition systems and ignition troubles commonly met with in the field. On Thursday the subjects were: Motors, transmissions, cooling systems and a further study of carburetors. Friday kerosene operation and valve timing were outlined, also ignition and the generation and application of electricity to the tractor. Saturday was devoted to laying out lands, tractor plowing and hitches for various implements. Three different types of tractors were used for demonstration purposes during the week.

On Wednesday afternoon, P. Arnott, manager of the Rumely

Company at Regina, paid a visit to the school and made a short address. After the session, Mr. Arnott stated that it was the first time in the thirty years he had been in the machine business that a school of this kind had been held.

Farmers Enthusiastic

The farmers in the community have asked Mr. Matheson to make this tractor school an annual event. Jas. Parke, a prominent local farmer, moved a vote of thanks to the lecturers at the close of the sessions, and C. McMillan, another farmer, in voicing the indebtedness of the community to Mr. Matheson, said that he hoped such joint schools would be boosted everywhere as they insure successful operation and care of engine, not only from an individual standpoint, but from a collective standpoint pertaining to internal combustion engines whether stationary or tractor. It has been proven beyond a doubt, and he had tried it himself, that power farming is the most economical system. If these schools were held at all large towns throughout the province, it would be the greatest help the farmers could get.

On Friday evening Mr. Matheson tendered a dinner at the Waldorf Hotel to the lecturers and

instructors. The subject of continuing these joint schools in the future was discussed and it was determined to make them an annual feature. Well done, George!

Building Tractors in Alberta

Manager J. E. Davis, of the Alberta Foundry Company, Medicine Hat, Alta., announces that the company will commence building a farm tractor which they anticipate selling the farmers of Western Canada at a price of \$1000. They now have engineers in Minneapolis building the first tractor and will be ready to commence production on a good scale at their Medicine Hat plant in about six weeks.

The Alberta Foundry Co. have a modern factory in every respect and will, they state, be able to turn out a tractor under very advantageous conditions. The company states that cheap fuel and a good supply of labor are available, so that production will be possible upon an economical basis.

Don't get discouraged and think you are a business failure merely because somebody else sells more goods. Consider net income and your saving, and your happiness in estimating success.

TURNER Simplicity



Reap Tractor Sales

Dealers everywhere regard the Turner Simplicity Tractor contract as the best preparation for real tractor business because—

The tractor has made good on all kinds of farms from Canada to Texas and from California to Massachusetts.

Turner Tractors are carried at trade centers by leading distributors. Write us for name of nearest distributor and open territory.

The TURNER MFG. CO. 215 LAKE ST., Port Washington, Wis.

CANADIAN DISTRIBUTORS:

Turner Tractor Sales Co., Winnipeg, Man.; Maxwell's, Ltd., St. Mary's, Ont.; Eugene Julien & Co., Ltd., Quebec, Que.; Capitol Motor, Edmonton, Alta.

NEW BRISCOE POLICY FOR MANITOBA



Announcement of Interest to Automobile Agents

Local agents for Briscoe Cars at all points in Manitoba may now purchase their cars direct from the manufacturers. It is the intention to make this new arrangement so effective as to leave no possible room for doubt as to the greater satisfaction it involves for Briscoe representatives. The Western office has been so equipped as to be in a position to render a highly efficient service to the trade.

The new system went into effect March 4th, and all correspondence whether relating to 1919 allotments or parts and accessories, should now be addressed to the Briscoe Branch at Winnipeg. Dealers should investigate the Briscoe proposition. Some Manitoba territory is still open for Briscoe representation. If you are contemplating the establishment of a retail automobile business, investigate the Briscoe and the wonderful future it ensures for all who link up with it.

CANADIAN BRISCOE MOTOR COMPANY, LIMITED

Head Office: Toronto, Ont.

Western Office: 156 Princess St., Winnipeg

F. N. McDONALD, Western Manager



Dealers: Handle Medicine Hat

GUARANTEED TO BE
THE WORLD'S BEST
WINDMILLS

Double-Geared Windmills

DURABLE, STRONG, EFFICIENT. SUPERIOR CONSTRUCTION

Made in Sizes: 8, 10, 12, 14 and 16 feet. Three and four-post galvanized steel towers. Heights from 15 to 100 feet. Towers made of 2 1/4-inch galvanized angle, and braced every 5 feet. Medicine Hat Windmills are easy-running, noiseless and frictionless. Govern themselves automatically in all kinds of winds by a simple pullout system. Ball-bearing turntable. Two sets of wide faced gears. Two pitmans. Made with either Oilless or Babbitt bearings. Get a sample mill on your floor and watch them sell.

Pumps Cylinders Well Supplies

44 Different Types of Iron Pumps—a Size to Meet Every Requirement in Your Locality

Our Pump and Cylinder Line has made an enviable reputation for us. We manufacture pumps for every purpose and guarantee prompt delivery of your requirements. Complete ready-to-fit pumping outfits supplied, ready to assemble at the well. In quality and price our line will meet any competition, and is the biggest opportunity offered Western Canadian dealers. Investigate to-day and ask for our liberal sales proposition.

THE LINE THAT GETS BUSINESS AND PROFITS

Write for our 114-page Catalog and Agency Offer



WE MANUFACTURE

Double Gear Windmills—the World's Best. Pitcher Pumps; House Force Pumps; Anti-Freezing Set Length Pumps; Double-acting Tank Pumps; Pump Jacks; Pressure Water Systems; Storage Tanks; Tank Heaters; Deep Well Cylinders; Valves; Leathers; Rings; Engines. Complete Pumping Outfits. We do all kinds of job galvanizing.

The Medicine Hat Pump and Brass Mfg. Company, Limited
MEDICINE HAT - - ALBERTA

Allwork Kerosene Tractors

Now that the war is over the Electric Wheel Company, of Quincy, Ill., are in a better position than ever to take care of the Western Canadian demand for their well-known Allwork kerosene tractors. Behind this tractor there is thirteen years of manufacturing experience, and the demand for the Allwork is such that the company are at present busy enlarging their plant at Quincy and installing new machinery with which to increase production.

The company report that the present model of the Allwork has been in the field for five years, and has everywhere given the best proof of tractor quality—depend-

able service. Light and powerful in design, this tractor is stated to have the weight of but four horses, but the pulling power of twelve. It is stated that one man with the Allwork can do the labor of three men and twelve horses. It is guaranteed to burn kerosene successfully and to develop its full rated power of 14-28 h.p. This rating is very conservative and the makers say that the motor actually develops 32 h.p. at the belt, and on the drawbar a continuous pull of 3000 at a plowing speed of 2.4 miles per hour. Three plows are given as the number of bottoms handled under all conditions, and for belt drive a 28-in. separator, fully equipped.

A feature of the Allwork trac-

tor is the 5 x 6-inch four-cylinder motor, which has so much reserve power that it handles its load comfortably under the most adverse plowing or threshing conditions. Strongly built, running at moderate speed, and of heavy duty design, the motor has, it is reported, an overload capacity of from 20 to 25 per cent. Starting on gasoline, it is designed especially for using kerosene, and gives remarkable efficiency on that fuel according to records of users all over the Continent.

The crankshaft has five long bearings which are easily renewable. The engine is lubricated by combination splash and force feed system, with an eccentric driven plunger oil pump. A flyball

throttling governor, Kingston carburetor and Kingston high-tension magneto with double impulse starter are other features.

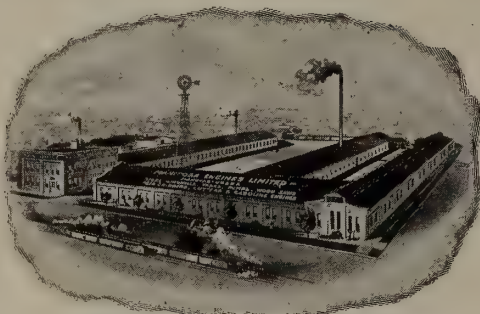
The direct drive to the drawbar through spur gears and a roller bearing rear axle on regular working and plowing speed of 2½ miles an hour is an important feature of Allwork construction appreciated by owners. Direct drive to the belt pulley without the use of any gears whatever for belt work again eliminates unnecessary friction and secures the highest efficiency. The importance of direct drive, doing away with bevel gear friction and troublesome chains, is recognized by all tractor experts.

The frame is of channel steel and the tractor has three point suspension, giving great flexibility. It can be used with great economy for all haulage and belt work, and reports from many Allwork owners show that nearly 9½ acres are plowed daily on a kerosene consumption of 2 1-3 gallons to the acre. The total weight of the tractor is 5000 pounds. Two speeds are provided, 1¾ and 2.4 m.p.h. The Allwork turns in a radius of 12 feet, and is very accessible in design. The manufacturers report that it has less weight per horse-power delivered than any tractor running at reasonable engine speed. With the farmer, opinions differ as to the advisability of running the tractor in the furrow or on the land, although running in the furrow gives good traction surface and makes the tractor practically self-steering. To provide for both opinions, the Electric Wheel Co. produce an extension for the front axle of the Allwork which by attachment throws the right hand front wheel in the furrow and does away with the necessity of a self-steering device, which is often in the way when turning.

A New Saskatchewan Act

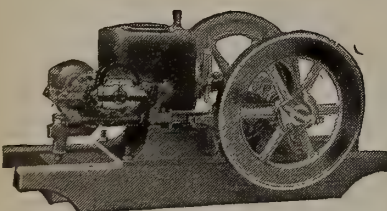
The Seed Grain Advances Act in Saskatchewan is an entirely new piece of legislation. It gives parties holding mortgages against land in that province the authority to advance seed grain to mortgagors to the extent of \$250 per quarter section. The amount advanced is to be added to the original mortgage and immediately becomes a part of it. In addition to the right the mortgagee now holds to collect such seed advances in the same way as the mortgage itself, the mortgagee shall have a lien upon all the crops grown on the mortgaged land in 1919, with priority over all other liens and charges except taxes and sums which may be collectible in the same way as taxes.

THE MANITOBA PEERLESS LINE WILL PUT NEW LIFE INTO YOUR BUSINESS

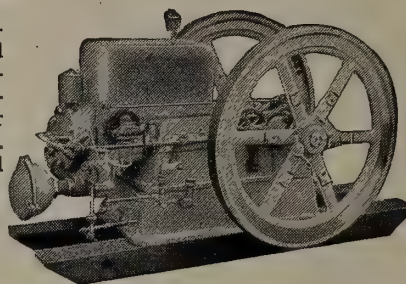


The Home of the Manitoba Peerless Line

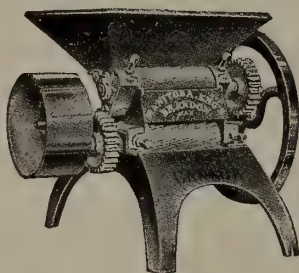
During the Reconstruction Period confronting us, every Western Dealer should realize the necessity of supporting Western Industries so that labor may be employed. We make the goods at your door; you are assured prompt delivery. Our prices meet any competition, and give the dealer a REAL profit.



Made in 1½, 2½, 4½, 7 and 9 H. P. sizes. Equipped with WEBSTER magneto, variable speed, etc. MANITOBA PEERLESS Engines will put new life into your engine business. Handle them this year.



Stationary; Throttle-Governed; Kerosene Engines Made in six sizes. All equipped with four-speed change device; 6, 8, 10, 12, 14 and 16 H. P. Ignition by WEBSTER magneto. With plain or friction clutch pulley, as desired. Adaptable for combined or independent driven threshing outfits. Simple, reliable; deliver power in excess of rating.



2 and 3-Roller Crushers

Investigate our 2 and 3 roller crushers for flaking oats for horse feed. Saves the cost of one each year. All hoppers fitted with screens. Now is the time to push the sale of these.

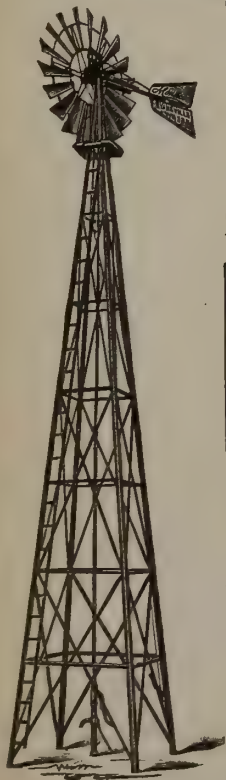
A FEW OF THE LINES WE MANUFACTURE:

Gasoline and Kerosene Portable and Stationary Engines. Windmills, Pumping Outfits, Wood and Iron Pumps, Pump Jacks, Feed Grinders, Roller Crushers, Saw Frames, Etc.

ASK FOR CATALOG, PRICE LISTS AND PARTICULARS

Manitoba Peerless Windmills

There's a size to suit any farm. Our steel mills are made in sizes: 5 ft., 8 ft., 10 ft. and 12 ft., with 3 or 4 post towers for 8 ft., 10 ft. and 12 ft., and 3 post tower for 5 ft. size. Girted every 5½ ft. Furnished with side ladders. Height of towers: 20, 31, 42 and 53 ft. Our 10 and 12 ft. direct stroke vaneless mills fit the same towers as our steel mills, and are very popular in many sections. Ask for special windmill literature. We supply complete Pumping Outfits for any depth of well. Get particulars of this big selling line—NOW.



8 ft. Steel Back Geared Mill, on 42 ft. Tower.



This illustrates our vaneless wood wheel out of the wind.

Manitoba Engines, Limited

BRANDON, MAN.





Wonderful Performance

"We plowed from 9 to 10 acres per day with our ALLWORK, burning only 20 gallons of kerosene. The best plowing engine we ever saw. After plowing 150 acres, harrowing, grinding, running ensilage cutter, etc., we inspected the gears and crank bearings and the wear could not be noticed at all."

HERZOG BROTHERS,
Atchison, Kan.

Power A Plenty

—and to Spare—for All Kinds of Field and Belt Work

THE powerful 4-cylinder motor (5-in. bore and 6-in. stroke) built into the ALLWORK Kerosene Tractor is really the type of engine usually furnished to pull *four* plows. We simply claim that the ALLWORK will pull *three* plows through any kind or condition of soil. This is because it is designed to give and does give a sure surplus of power for all field and belt work at all times of the year. Furthermore,

You Can Guarantee It to Burn Kerosene Successfully

—with absolutely no danger of pre-ignition. What's more, in operating an ALLWORK the farmer does not have to use water with the kerosene, which must be done if he has a tractor equipped with a high-speed engine. The cooling system is 25 per cent larger than that ordinarily used in a motor this size. This

positively prevents over-heating of engine. A quart or two of water per day is ample replenishment.

Live dealers will find the ALLWORK agency a real asset. Our greatly enlarged advertising campaign and the tried-and-true merit of the ALLWORK make sales easier for you.

Write for Dealer's Terms

Electric Wheel Company Box 327 Quincy, Illinois

Allwork

KEROSENE TRACTOR

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Distributors for Alberta

National Tractor Demonstration at Wichita, Kan.

The 1919 annual National Tractor Demonstration will be held the week of July 21, at Wichita, Kan. This was decided at the meeting of the tractor and thresher department of the National Implement and Vehicle Association, held recently in Kansas City.

The demonstration committee sanctioned demonstrations at several points in the West. In

addition to the Walla Walla event, to be held April 23, 24 and 25, and the Macoun demonstrations of March 11, 12 and 13, demonstrations projected at Sacramento, Denver and Aberdeen were approved by the committee.

Officers Re-elected

No changes were made in the directors or officers of the Massey-Harris Harvester Company at the annual meeting of stockholders and directors held in Batavia,

N.Y., March 4. The board of directors re-elected by the stockholders consists of Joseph N. Shenstone, Thomas Finley and Charles L. Wisner, of Toronto, Ont., and George A. Farrall, Lewis D. Collins and Percy E. Verity, of Batavia.

In the election of officers the following gentlemen continued in office: President, J. N. Shenstone; vice-pres., G. A. Farrall; treasurer, L. D. Collins. Mr. Finley is president of the Massey-Harris

Company, Limited, of Toronto; Mr. Shenstone, first vice-president, and Mr. Wisner, second vice-president.

Avery Manager at Fargo

The Avery Co., Peoria, Ill., has announced the promotion of E. L. Yocum to the position of manager of its Fargo branch house. He succeeds Will Isham, who died recently.

Mr. Yocum has been in the employ of the Avery Co. for a number of years in the capacity of salesman and collector. He is well acquainted with the trade in the Fargo territory.

Enlarging Tractor Plant

The Electric Wheel Co., Quincy, Ill., has recently completed three new buildings with a combined frontage of 720 ft. and depth of 210 ft. One is a wheel shop 160 by 50 ft., another is a new warehouse 300 ft. by 75 ft. and 45 ft. high, equipped with travelling cranes. The company has increased its force and is speeding up tractor production.

Hart-Parrs for France

During the National Tractor Show the Hart-Parr Co., of Charles City, Iowa, sold an order of 200 tractors to an importing house in Angers, France. Five machines were shipped at once. E. R. Verhaeghe spent several months in the United States on behalf of the French firm. After carefully looking over several tractors he decided on the New Hart-Parr. The French order will aggregate over \$300,000.

No Reduction in Scale Prices

At a meeting of the Canadian scale manufacturers held in Montreal to discuss trade conditions generally it was decided to make no reductions in prices. High cost of production, especially for skilled workers, was the big factor which had to be taken into consideration in arriving at this decision. Wages are the largest item entering into the manufacturing cost of scales. Business was reported as good.

Company Changes Name

The Winnipeg Steel Granary and Culvert Company, Ltd., of Winnipeg, Man., will hereafter be known as Crossen Metal Works, Limited. The change in name involves no change in personnel or management.

Don't stop with treating the farmers as well as you treat the townspeople; the former are the big end of the stick.

Massey-Harris



Ads. That Help the Implement Dealer

THE Advertisements reproduced above are a few of a series now appearing in all of the leading Farm Papers.

Every Implement Dealer realises how much easier it is to sell a well advertised line of implements. This is because the "Prospect's" mind has been favorably impressed by the reading of the Ads., and in fact, in many cases, the reading of the Ads. creates your "Prospect."

This Farm Paper Series, together with our Direct-by-Mail Advertising, consisting of numerous attractive folders, are a powerful factor in preparing the way for the Massey-Harris agent, and making it easy to sell Massey-Harris Implements.

No need to explain who Massey-Harris is, and what the name stands for. It is known to all farmers and stands for the best in farm Implements, and has done so for generations.

Applications for representation in vacant territories should be addressed to the Manager of the Branch nearest you.

HIGH QUALITY IMPLEMENTS—WELL ADVERTISED

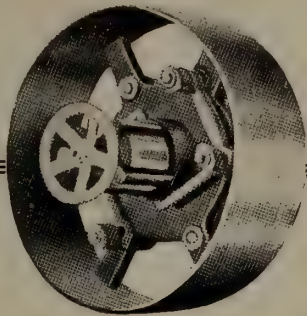
MASSEY-HARRIS CO., LIMITED

Head Offices—Toronto, Ont.

Branches at

Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current,
Yorkton, Calgary, Edmonton. Transfer Houses—Vancouver and Kamloops.

Agencies Everywhere



MADE IN
CANADA

MADE IN
CANADA

BERNARD'S DOUBLE FRICTION PULLEY FOR GAS, GASOLINE AND OIL ENGINES

Operator has Perfect Control

The BERNARD friction pulley gives the operator entire control of his machine, enabling him to start or stop it instantly or gradually, as necessary.

ACCIDENTS have been reduced to a minimum where the Bernard Pulleys are employed.

They are powerful, well built, easy to attach to engine and simple to operate.

Complete information regarding these pulleys in our catalog, sent upon request.

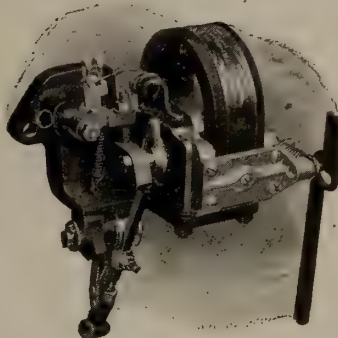
The A. Bernard Industrial Co.

*Manufacturers of High-Grade
Power Transmission Appliances*

Office and Works: FORTIERVILLE, QUEBEC, CAN.

WEBSTER TRI-POLAR OSCILLATOR

SERVICE!



Remember—"If it isn't a
WEBSTER Tri-Polar, it isn't
a Real Oscillator."

An overwhelming majority of all engine builders in the United States and Canada equip their products with Webster Tri-Polar Oscillators. The following features are typical of why they selected Webster Service:

1. EASY STARTING. Starts small or large engines on compression—hot spark at starting.
2. SMOOTH RUNNING. Unfailingly ignites every charge—no gears or rotating parts to wear out—shutdowns unnecessary.
3. RELIABILITY. No moving wires to become short-circuited—no commutator, collector ring or brushes to cause trouble.
4. SIMPLICITY. Oscillator forms an integral part of engine—no complicated adjustments to make.
5. DURABILITY. Oscillator motion of indicator reduces wear and tear to minimum—water, oil and weather proof—well lubricated.
6. ECONOMY. With reasonable care, upkeep cost is practically eliminated. No batteries to replace.
7. SERVICE. Every Oscillator is backed by fine modern factory with an unequalled service organization.

WEBSTER ELECTRIC CO.
RACINE, WISCONSIN.



An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.

O. K. CANADIAN Potato Machinery

Canada's Best have these reliable qualities in their construction,
Simplicity and Durability, that insure sales.

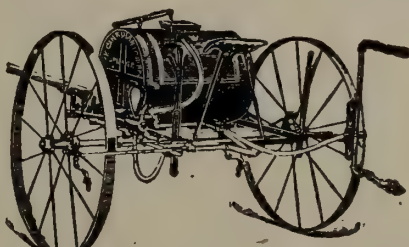
In 1919 the Potato Crop of Canada reached the enormous total of 105,579,700 Bushels, with a value of \$103,636,100. The demand for Potato Machinery in 1919 will be greater than ever before. You can cash in on this demand by handling the best line on the market—the O.K. CANADIAN.



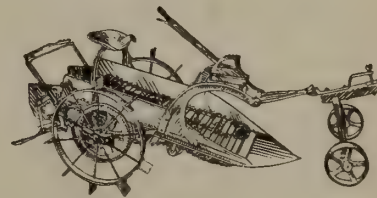
Seed Potato Cutter, will cut from 5 to 6 bushels per hour.



Automatic Potato Planter No. 22, with or without fertilizer attachment, will plant from 3 to 4 acres per day.



Field Sprayer, 4-row, drawn by one horse, will spray an acre in 20 minutes, suitable for all kinds of row crops.



Two-Horse Elevator Potato Digger, will dig from 3 to 4 acres per day.

THE O.K. CANADIAN LINE CONSISTS OF SEED CUTTERS, PLANTERS, SPRAYERS, DIGGERS, STEEL STALLS AND STANCHIONS FOR CATTLE, AND WATER BOWLS

Our line affords you a wonderful sales opportunity. Live agents wanted everywhere. Write now for 1919 catalogue and prices. TUDHOPE-ANDERSON CO., LTD., Winnipeg, our Western distributors, have a good stock of machines on hand and can fill your orders promptly.

Canadian Potato Machinery Co., Limited
GALT ONTARIO

LARGEST MANUFACTURERS OF POTATO MACHINERY IN THE BRITISH EMPIRE

A New Italian Tractor

The Fiat tractor, a new product from the Fiat Company, Turin, Italy, is a machine which should interest tractor designers on this side the Atlantic. The frame of the Fiat is rigid and completely enclosed. It is built up with three castings, that is to say, the two halves of the crank-

case and a housing for the clutch, gear wheels, differential, and worm drive. These castings are bolted together to form a rigid frame, which is supported by two driving wheels of large diameter.

Running on coal oil, the air is heated by passing through the valve stem chambers, where it is filtered before reaching the carburetor. The clutch is of the multiple disc type, and the gear system provides three speeds. Final drive is by a worm wheel on the differential. An original idea is that of driving the belt pulley. The worm shaft extends beyond the rear axle casing operating a gear on the shaft pulley. To do belt work the belt can be tightened in a moment by moving the tractor ahead slightly. The draw-bar attachment consists of a bar and hook hinged well down below the centre of gravity, and its height can be adjusted within limits by a tension link which provides a triangular coupling. Lateral movement of the coupling is limited by chains.

The total weight of the tractor is about 5600 pounds. Its maximum height is 6 ft. 3 in.; wheel track, 4 ft. 4 in.; wheel base, 5 ft. 8 in., and clearance, 15 in. It can turn in a minimum radius of 10 ft. The gear provides speeds of 1.2 miles, 2.8 miles, and 4 miles an

hour, and a reverse of 2.3 miles. The pulley speeds range from 100 to 750 revolutions per minute forward.

In recent tractive tests the Fiat gave a pull of 6,170 lbs. on the first speed, more than its own weight. With a three-furrow plow it covered 7,176 square yards an hour at a depth of $7\frac{7}{8}$ inches, using 19 lbs. of coal oil per hour.

Medicine Hat has Big Pump and Windmill Industry

The Medicine Hat Pump and Brass Manufacturing Company, Limited, of Medicine Hat, Alberta, has just completed some large orders for the U.S. War Department as well as for the Imperial Munitions Board. They are now rapidly rearranging their plant to a peace time basis and getting back to regular production of their well known line of pumps and windmills. The general manager, Geo. W. Elliott, is very optimistic concerning the market for their iron pumps and windmills in Western Canada. They are perfecting a complete sales organization to sell through the dealer in Manitoba, Saskatchewan and Alberta. Following three and one-half years of war work, their factory is now in first class shape and with the cheap fuel by way of natural gas which is available in Medicine Hat, together with other natural advantages, the manufacture of pumps can be done on a very economical basis in that city.

The plant of this company is one of the largest and best equipped pump and windmill plants west of the great lakes. A separate factory takes care of windmill production. They do their own galvanizing, and manufacture everything going into their product. Pumps, windmills and water systems make up their entire product.

The windmill manufactured is known in the United States as the "Butler" mill, made at Butler, Ind. It has many exclusive features, among which are oilless bearings requiring no grease of any kind. Several improvements have been made on the Butler mill, which, says the company, makes it now one of the very best mills on the American continent. It is doubled back geared and built of especially heavy material.

Forty-four different types of pumps are made in this plant at Medicine Hat, constituting the largest variety of this line made by any plant in Canada. Any type of cylinder required will be made and pumps equipped according to specifications. The

firm, as above mentioned, are catering especially to farm business. The general superintendent of production is Geo. E. McDonnell, who has had twenty-five years of experience with leading pump manufacturers in the United States and is one of the best informed pump men in his line. A branch warehouse has been opened at Edmonton, which is carrying a large stock of goods. Other branches also will be opened in Saskatoon, and also, later, at some central point in Manitoba.

The windmill line of the company embodies mills in all sizes and towers from 15 to 100 feet in height. These mills have two sets of gears with wide faces, also long bearings and a double pitman. They are said to be exceptionally strong and durable. The ball bearing turntable is a special feature in Medicine Hat mills. The pump line of the company embodies all types of domestic and stock pumps, double acting force pumps in different sizes, set length pumps, tank pumps, etc. They also produce pressure water systems, storage tanks, tank heaters, etc.

In New Quarters

Grace Motors, Limited, Winnipeg, have established Western headquarters and showrooms at 236 Main Street and a service station at 46 Harriett Street. The company specializes in motor trucks and automotive products. Grace Motors, Ltd., is the only exclusive motor truck distributor between Toronto and Vancouver, is a subsidiary concern of Grace Bros. & Co., of London, England, and W. R. Grace & Co., of New York. In Winnipeg it handles motor trucks exclusively, representing the Sterling and Fulton lines for all of Western Canada. Elsewhere it handles such well known technical lines as Lay Porta-Power, Phelps Power & Light Plants, Veeder Hubodometers, Arnold Electric Drills, Lay Road Planes, Non-Gran Bearing Bronzes, and other lines. Helm Walker is Western manager of the company.

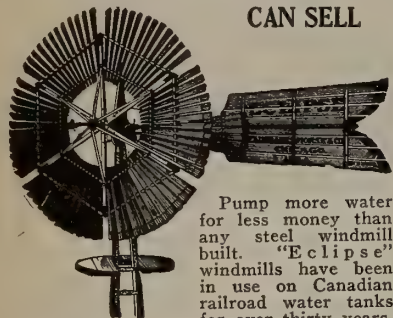
Parrett Tractor Catalog

A catalog just issued by the Parrett Tractor Co., Chicago, Ill., has an unusual number of excellent photographs of Parrett tractors in operation as well as illustrations showing the parts and construction of the tractor. The text gives a detailed description of all the features of the Parrett tractor.

Trade slack? Advertise.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited
Saskatoon WINNIPEG Calgary

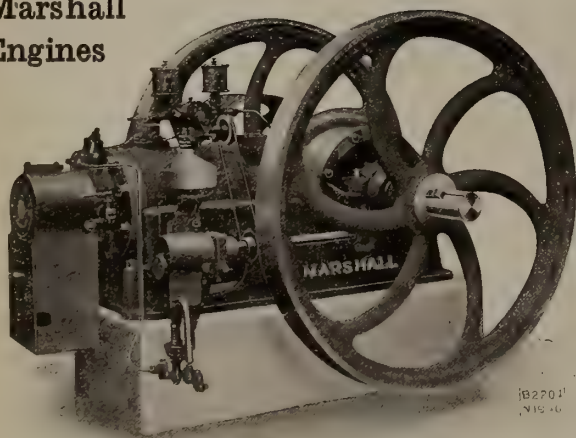
Marshall Semi-Diesel, Crude Oil Stationary Engines

For Electric Lighting, Flour Mills, Pumping, Sawing, Etc.

Sell
Marshall
Engines

MADE IN ENGLAND

Best
Materials
and
Work-
manship.



Sizes
in
Stock,
10, 12, 16
and
20 B.H.P.

Automatic Ignition. Easy Starting. No Poppet Valves, Magneto Wiring or Batteries. Simple and Reliable. Most Economical in Fuel. A most Efficient Motive Power.

Send for Catalogue and Prices

MARSHALL, SONS & CO. (CANADA) Ltd.

ENGINEERS

SASKATOON, SASKATCHEWAN



How We Won At Columbus

Specifications

Power—Pulls three plows—30 H. P. on belt. Tested at the last National Plowing Demonstration at Salina, Kansas, developed over 31 H. P. at 732 R. P. M.

Motor—2-cylinder twin, 4 cycle. Valve in head. 750 R. P. M.

Tractor Frame—Cast steel, one piece. No bend, no twist.

Carburetor—New Dray kerosene shunt.

Bearings—S. K. F. and Hyatt.

Speeds—Two forward; one reverse.

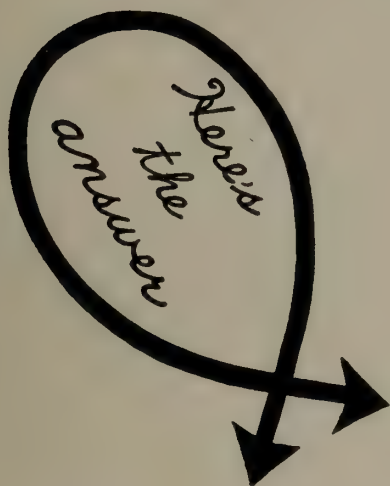
Transmission—Selective sliding gear.

Cooling Device—Honeycomb radiator—shaft-driven pump and fan.

Lubrication—Fresh oil, force feed.

Weight—5158 lbs.

Price—\$1,395 f. o. b. factory.



When the New Hart-Parr, in the first big test of 1919, at Columbus, Ohio, outclassed the other 21 tractors in both power and fuel economy, the question comes to us from various sources—

"Just How Does the New Hart-Parr Make This Remarkable Showing?"

Extensive tests prove that to burn kerosene efficiently, the fuel should be fed cold when running on full load, so that all the expansion takes place in the combustion chamber. It likewise proves that when running on no load or light load, the mixture should be pre-heated before it enters the combustion chamber.

The new *Dray Kerosene Shunt*, a product of the Hart-Parr factory and used exclusively on New Hart Parrs, performs this function in an ideal way.

At full load the Dray Kerosene Shunt feeds cold fuel through the butterfly valve direct to the combustion chamber. At light load it forces the fuel down through the hot exhaust manifold, pre-heating it before it enters the combustion chamber—giving a smooth-running engine at all loads without delicate adjustments of the carburetor.

It is a simple device, as you will see by the illustration, yet it enables the New Hart-Parr to burn kerosene as successfully as gasoline engines burn gasoline. This is the explanation of the economical, flexible power of the New Hart-Parr.

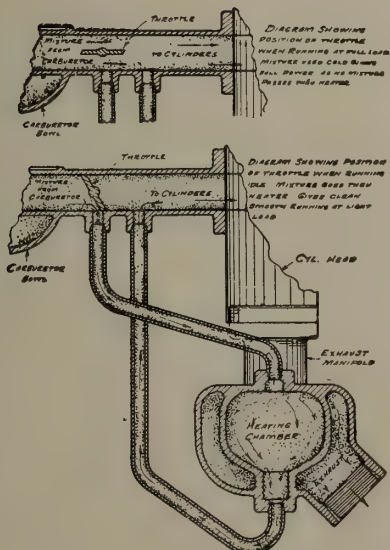
Hart-Parr Company built the first oil tractors—the Old Reliable 60's that helped break the virgin prairies of the Northwest.

Eighteen years of successful tractor-building experience is back of the success of the New Hart-Parr.

Thousands have witnessed its performance at big public demonstrations and have learned that the New Hart-Parr is a marvel of power and reliability.

Write for our interesting booklet and dealer proposition today

Hart-Parr Company, *Founders of the Tractor Industry*
872 Lawler Street Charles City, Iowa



The New
HART-PARR

Salesmanship—on Paper

There are some men in the farm machinery business who regard advertising as an economic waste—a tax upon the customer—an expense which must come out of the gross profits. It is quite true that the customer does pay for advertising, since he must pay for the cost of doing business, and in this cost advertising is but one item.

As a machinery purchaser, the farmer must pay the total cost plus a profit. This being so, anything which tends to reduce the total cost is in his interest. Unit cost is only controlled by one thing—volume. The greater the volume in a farm machinery business, the lower the unit cost per machine sold. In all industries, including that of manufacturing and selling farm machinery, advertising has proven to be the most economical method of increasing volume and reducing unit cost. The customer does pay for the advertising, but he also benefits by the reduction in the total cost of doing business.

Suppose that a manufacturer develops a new machine and undertakes to save advertising expense by marketing it through salesmen only. He hires a sales staff and through them stocks the retail dealers. Yet the manufacturer finds his selling cost very high, for his salesmen must sell each dealer upon whom they call—and his price must cover this heavy selling expense.

The dealers finding no demand for the line, which is not known to the farmer, ask long terms from the manufacturer, who must keep his price high enough to take care of this. The dealer in turn finds that the expense of selling the line, due to lack of demand, is high in comparison with advertised lines—so his price to the farmer must include this selling cost.

Yet when the manufacturer finds his selling policy is wrong and starts to advertise, what happens? He tells the public about the machine, what it will do, how it will save labor, and so on. He establishes the line in the farmer's mind and points out that it can be had at local dealers. He stimulates the demand; the machines begin to move; the travellers find sales easier and sell more machines than they ever did. Time and money is saved on the selling end, and long time credits shorten as the dealer's turnover increases. The manufacturer's output grows owing to the demand—his production cost per unit decreases, and he can buy larger stocks of materials at a better price. So,



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, APRIL, 1919

through advertising, the total cost of doing business is reduced for the manufacturer, which ultimately benefits the purchaser of the machine.

Prices of Steel Lower

The Industrial Board of the U.S. Department of Commerce has approved of a lower schedule on steel prices, according to a report from Washington. The board would not O.K. any schedule of prices which did not show reductions sufficient to cause a revival of business. Lumber prices are also to be adjusted, but the price of iron ore will not be reduced until lower freight rates are secured. A few of the new prices on steel are as follows: Pig iron is reduced from \$30 to \$25.75 per ton and steel bars, used very largely by the implement industry, from \$2.70 to \$2.35 per 100 pounds. Of course, the reduction does not affect the material already purchased for farm machines for 1919 trade. Other reductions made are as follows: Rails, standard Bessemer, from \$55 gross ton to \$45; rails, standard open hearth, from \$57 gross ton to \$47; slabs, \$46 gross ton to \$41; skelp, sheared, \$3 per 100 pounds to \$2.65; sheared plates, \$3.25 per 100 pounds to \$2.65.

From the standpoint of the implement industry, this means that the implement and tractor factories in the United States will

get all their raw materials from \$5 to \$7 a ton cheaper than formerly. Further, the official announcement makes it very clear that iron and steel prices cannot be expected to go lower than the figures quoted for the balance of 1919. For the past three months many U.S. manufacturers have been short of materials as they were buying monthly in the hope that lower prices would come.

Canada's Implement Factories

The agricultural implement industry of Canada gave employment to 10,131 wage-earners during 1917, according to a preliminary census recently completed by the Dominion Bureau of Statistics. This survey, which is the latest available, shows that the total wage payments paid in this line of industry during 1917 rose to \$8,027,026 from \$3,125,066 in 1915, or by 165.8 per cent.

The government's census covered 90 establishments. Of this number 56 were located in Ontario, 21 in Quebec, 7 in Manitoba, 1 in Alberta, 1 in Prince Edward Island, 3 in Saskatchewan, and 1 in Nova Scotia. The total capital invested amounted to \$70,493,801, divided as follows: Land, buildings and fixtures, \$13,381,463; machinery and tools, \$6,140,083; material on hand, stock and process, finished products, fuel, etc., \$23,127,626; cash, trading and operating accounts and bills receivable, \$27,844,630.

The Rating of Tractors

The demand in tractor sizes is varying all the time. In the early days we had the heavy high powered tractor; then came a complete reversal to the small machines of the two, three and four bottom size. The two-plow, three-plow model may, it is believed, eventually be in heaviest demand.

As things are, there seems to be no absolute standard of power rating for tractors. It would seem advisable that an absolute measure of the horsepower of the engine should be adopted. Some tractor men are of the opinion that such a rating should be the theoretical indicated power the engine of each size and speed will develop. The belt power could then be determined by test and could be expressed in percentage of the engine horsepower. Such percentage would be the efficiency of the tractor for belt work.

The draw bar horsepower rating can also be determined by test and also expressed in percentage of the engine horsepower. Such percentage would be the efficiency of the tractor for draw-bar work. Some will object to this procedure, but there is no reason why such an important machine as the tractor should not be put upon a proper scientific basis as regards rating.

As the demand in sizes narrows down the smaller sizes will be cheaper in proportion to the larger sizes. The tractor is bringing changes in implement design, and farm implement modifications react upon tractor sizes. With this in view, it is hard to say what size of tractor, as regards number of bottoms pulled, will be most desirable. If a series of sizes of the same design, with each of a different plow capacity, are made, it does not prove very much unless the territory and the total sales of all tractors sold in such territory is carefully analyzed, and only by the general tendency of tractor demand can the success of design be gauged.

The Sale of Ability

Ability is really merchandise. And the rarer the particular kind of ability, the higher the price it brings. Executives are scarcer than manual laborers. Inevitably, therefore, they command a higher price. If manual skill were scarcer than executive ability, the market price would be reversed.

If you want to determine the quality of your own success, compare yourself with the men who are doing the same kind of work you have set yourself to accom-

plish. What you are doing now may be only one stage of your progress. But if you are doing better work at this stage than others are, you are succeeding. If you are doing the work you are happy in and fitted for the kind of work you want to stay in, and are doing it better than anybody else, you are a success.

You may be seelling implements or keeping books, but whatever it is, if you are doing it to the top notch of skill and efficiency, and if it is the thing you are best fitted for, you are achieving success. And, using money as the gauge, you will almost certainly register higher than the men who are doing the same work less competently.

What the Dealer Needs

Perpetuity for the dealer in the tractor business depends upon his ability to make money out of the tractor business. This he can do if he has the sort of tractor and the right degree of co-operation from the manufacturer on the service proposition. Both must work together, each doing his part.

Thus it is up to the manufacturer to build a tractor so good that the necessary service on it, on the average, shall not cost the dealer so much that he has no profit left out of the conventional discounts that are allowed in the tractor business.

Manager for Watson Mfg. Co.

John P. Ritchie has been appointed Western Canadian manager of the John Watson Manufacturing Company, whose Western headquarters are in Winnipeg. He succeeds E. S. Strachan, who recently accepted a position with the Swedish Separator Co. of Chicago.

Mr. Ritchie was born at Morris, Man., where his people farmed. In his young days he was interested in farm implements, from a very practical standpoint — operating them. Leaving the Morris district, he came to Winnipeg in 1899, where he joined the collection department of the Deering Harvester Co. After the amalgamation, Mr. Ritchie continued with the International Harvester Company in the sales and office side of the business.

In 1908 he became connected with the John Watson Manufacturing Co. in the capacity of accountant. Shortly after going to that organization he was promoted to the position of sales manager, which position he filled with marked ability until his recent appointment to the respon-

sible post of Western Canadian manager of the organization.

With a thorough business experience and a full knowledge of the requirements of the Western Canadian trade, Mr. Ritchie should be of great value to his company. His executive ability and intimacy with the Watson line assure his success in his new position, and we compliment him on his well-merited promotion in the company he serves.

Pioneer Dealer Dead

On March 29 there died at Baldur, Man., Chris Johnson, one of the pioneer implement dealers of the Canadian West. Death was due to heart failure, the late Mr.



THE LATE CHRIS JOHNSON

Johnson being 64 years. He leaves a wife, two sons (who were associated with him in the business), and two daughters. Mr. Johnson was formerly reeve of Baldur municipality and was keenly interested in community development. He was located for many years at Baldur, where he built a very successful business. Dealers throughout the West will remember him as president for one term of the Interprovincial Retail Implement Dealers' Association. On behalf of the trade we extend our sympathy to his wife and family.

The Automobile Outlook

The automobile business during 1919 is likely to equal, if not to surpass, the high records of 1917. It probably will be mid-spring before most of the factories will be in position to turn out cars in quantity. It may be midsummer before capacity production is reached, but the production during the latter part of the calendar year is expected to make up for

the time that is being lost now. If no untoward events of large and serious consequences occur, the production and sale of cars should reach the 2,000,000 car mark in 1920.

Big Binder Demand in U. S.

Reports from the United States indicate that some of the harvester houses are already oversold on binders, and are obliged to manufacture more than the season's allotment. One large company making binders, at a very recent conference of executives, decided to increase its "run" twenty-five per cent. In order to do so, it has gone out into the market with eleventh-hour orders for material at present prices, its regular supply, contracted for last summer, having been exhausted.

Government Selling Surplus Stores

The War Purchasing Commission at Ottawa announces that a sale will be held of surplus military and naval stores, such as dry goods, camp supplies, tinned foods, hardware, etc. Clothing equipment, tents, etc., are listed. Sales must be made by sealed tender. Dominion, provincial and municipal departments, hospitals, charitable and philanthropic institutions may purchase goods without tender at prices established by the Commission. Lists will be sent upon application to the Secretary, War Purchasing Commission, Booth Bldg., Ottawa.

U. S. Implement Exports

According to trade reports from Washington, during 1918 the statistics show 23,424 traction engines exported, having a value of \$24,402,949. This represented an increase of more than 9,000 in number and approximately \$8,000,000 in value.

Exports of binder twine during 1918 were 98,311,229 pounds, valued at \$22,136,268. This showed a reduction of about 31,000,000 pounds and a little less than \$2,000,000.

Association Moves Offices

The U. S. National Implement and Vehicle Association has moved its offices in Chicago to the Commonwealth-Edison Building at 72 West Adams Street, one block south of its present location. By reason of the constantly increasing scope of its activities the Association has long since outgrown its present home. A feature of the new offices will be a large committee room for the use of the several department committees.

Personal

Ocley Bros. are new dealers at Innisfail.

Harold Pearson is a new dealer at Langham.

E. J. Sinclair, Bienfait, has sold out to Jas. Lacoste.

C. R. Smith, Kelwood, has sold out to W. Hatch.

George Fast is an addition to the trade at Laird.

J. Hansen is a new harness dealer at McCreary.

C. D. Ego is a new implement dealer at Neepawa.

O. Lawrence is owner of a new auto business at Wilcox.

A. Coles, Strassburg, has sold out his business to C. Fox.

R. H. Bobier has discontinued his harness store at Tantallon.

The Empire Garage is a new automobile business at Young.

The Knetchel Motor Co. is a new incorporation at Saskatoon.

W. Stanley has commenced a harness business at Prince Albert.

J. C. Armstrong has sold out his machine business at Rocanville.

W. J. King has commenced an automobile business at Boissevain.

W. Branscombe has opened an implement warehouse at Star City.

R. Hogg is owner of a retail implement business at Annaheim.

N. J. Roberts has sold out his automobile business at Carmanagay.

J. Hotssenpiller is carrying on an automobile business at Beiseker.

The Dobie Tire Works is a new vulcanizing concern located in Calgary.

H. S. Neely, an implement dealer at Gowan, has sold out to G. Purdy.

J. Ferguson & Co. is the name of a new implement concern at Southey.

The owners of the Pioneer Garage, at Prelate, have dissolved partnership.

C. W. Kettlewell is operating a machine and automobile business at Keeler.

The Vancouver Motor Supply Co., Vancouver, has been sold to H. J. Arthur.

The Lowrie Motor Co. has been organized at Kinistino by John M. Lowrie.

Stuart & Miller are two dealers who have broken into the business at Mission City.

The Canadian Lighting Arrestor & Electrical Co., Brandon, has changed the firm name to the

Townsley Manufacturing Company.

Columbine & Lindenberg, dealers at Chaplin, have dissolved partnership.

Christie & Laidlaw are now carrying on an automobile business at Grenfell.

A. Kellerman is now carrying on a garage and equipment business at Enchant.

W. F. Knowlton is a dealer in Mitchelton who recently opened up in that centre.

The Munro Steel & Wire Works, Winnipeg, has discontinued operations.

W. F. Wright has bought out the automobile business of L. E. Martin at Bashaw.

J. W. Roberts has commenced an automobile and tractor business at Drumheller.

A. J. Cantin is the name that graces a new implement warehouse at McCreary.

C. Sweitzer and the Central Garage are new automobile concerns in Lethbridge.

W. F. McKinley is proprietor of a recently opened implement warehouse at Teulon.

P. J. Youngquist has sold out his implement warehouse at Wadena to W. Walkof.

E. O. Merriman, the dealer at Retlaw, has had a busy month in engine and seeder trade.

John W. Tackaberry has sold out his implement business at Brock to Foster Pomeroy.

The Stettler Vulcanizing Works is a new business venture in the town of that name.

The Western Iron & Metal Co., Ltd., is a new concern recently incorporated in Winnipeg.

R. R. Kinread, Winnipeg, has bought out the interests of the Canadian Never-Break Trace Co.

The Roland Hardware Co.,

Roland, has made application to double its capital stock to \$50,000.

E. Hatfield is now operating an implement store at Findlater, where he bought out T. J. Sears.

The Fenwood Farmers Supply Co., in the town of that name, has been sold to Diwinski & Shaffren.

A partnership has been registered in the implement business of Hardy & Somerville, at Mornden.

C. W. Hansen has opened a tractor and automobile business at Barons, and will build a garage.

The name of the Megaw Motor Co., Vancouver, has been changed to the Megaw-Smithers Motor Co.

T. B. Williams is now credit manager of the Dunlop Tire & Rubber Goods Co., Limited, of Calgary.

Arndt Bros. have bought out the automobile business at Ituna, formerly carried on by Peter Sankow.

A partnership has been registered in the implement business at Vibank, carried on by Gerein & Koch.

The Avery Engine & Implement Co. have opened a branch in Macleod, with Joseph A. White in charge.

W. J. Solomon has sold out his implement and harness business at Oakville to a firm named McIntyre & Bell.

Viens & Bonnett is the name of a new firm at Duck Lake handling farm machinery and automobiles.

A. W. Irvin has discontinued his automobile and implement business at Huxley, according to a recent report.

A partnership has been registered in the implement business at Swan River, carried on by Spencer Brothers.

Percy Saunders, manager for the Canadian Holt organization at Calgary, recently visited the factory at Peoria, Ill.

F. J. Walker has bought out automobile and implement business at Elkhorn, formerly carried on by B. T. Axelson.

A change is reported in the ownership of the J. D. Adshead Co., Winnipeg, distributors of farm machinery lines.

The Canadian Credit Men's Trust Assn. has been appointed liquidators of the Boyce Carriage Company, of Winnipeg.

W. W. Hoffman, a harness dealer at Borden, recently suffered loss through fire upon his premises in that village.

Helm Walker, Western manager for Grace Motors, Ltd., Winnipeg, recently returned from a business trip to Chicago.

J. L. Dunlop, an implement dealer at Merritt, is adding a garage and auto repair shop to his business in that town.

Rowley & Taylor, implement dealers at Hawarden, have dissolved partnership. Mr. Rowley now controls the business.

Robert Cock, an implement and hardware dealer at Darlingford, has sold out his implement business to George Young.

Linn & Oliver have bought out the hardware and implement business at Arden formerly owned by W. W. Matthews.

The business of M. Bentley, a harness dealer at Delisle, was burned out in the recent conflagration which swept that town.

Phillips & Winchester, auto dealers at Tugaskie, have dissolved partnership recently. R. Winchester continues the business.

W. H. Wiggin, until recently manager of the Montreal office of the Canadian Fairbanks-Morse Co., left recently for Australia, to

locate new markets in the Antipodes.

T. A. Russell has been made president of the Willys-Overland Co., Toronto, Canadian manufacturers of the Moline Universal tractor.

E. Michener is building a garage and implement warehouse at Red Deer at a cost of about \$10,000. He will carry a full line of power farming machinery.

W. F. McKinley has sold out his store at Vanguard to a couple of dealers named Vincent & McLean. Mr. McKinley now has a machine business at Teulon.

The Hoag Oil Engine Company, Limited, capital \$100,000, head office, Brantford, Ont., plans to take over as a going concern the firm of H. P. Hoag & Co.

E. J. Meilicke & Sons, Limited, of Saskatoon, Sask., have further extended their line of yards by the purchase of the yard at Maidstone, Sask., from C. O. Heggtveit.

James Fraser, who has been manager of the Dutton Wall Co. at Melfort, Sask., has been appointed manager of the Melfort branch of the Imperial Oil Company.

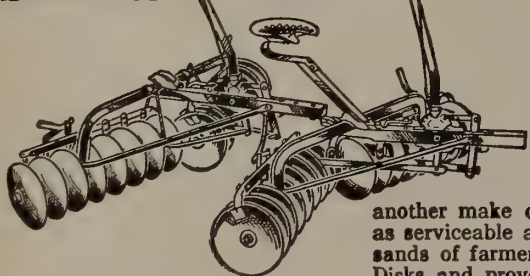
Nick Hall has accepted a place with the J. I. Case Plow Works, Racine, Wis., as assistant tractor sales manager, it was announced lately by officials of the Case company.

J. P. Ritchie, the newly appointed manager of the John Watson Mfg. Co., Winnipeg, was recently laid aside by sickness for a few days, but is now back at his desk.

The Farm Machinery Manufacturers, Ltd., Saskatoon, have made application to change the name of the company to the Jackson Machine Co. They manufacture sheaf loaders.

Messrs. Schinnour and Beatty

Sizes for Horses or Tractors



Use the Bissell Double Disk Harrows. They have great capacity for cultivating, and have made a record for working the soil better than other Disks—in fact, you won't be able to find another make of Disk Harrow nearly as serviceable as the Bissell. Thousands of farmers have tested Bissell Disks and proved them to have the

"knack" for doing the best work. They are simple in design, durable and Built for Business. Write Dept. E for Booklet. Man'd exclusively by—

T. E. BISSELL COMPANY, Ltd., Elora, Ontario

Since the fire we have more than doubled our Factory capacity, and will hereafter endeavor to furnish BISSELL Disc Harrows to our many customers, near and far, who prefer Bissell Discs to any other style. Sold by all John Deere Company Dealers in Western Canada.

MAX Wagon Oil Tank

BUILT TO LAST AND GIVE SATISFACTORY SERVICE

One Piece Construction
All Seams Welded
Faucet
Capped Filler Hole



WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

Winnipeg Ceiling and Roofing Co., Limited

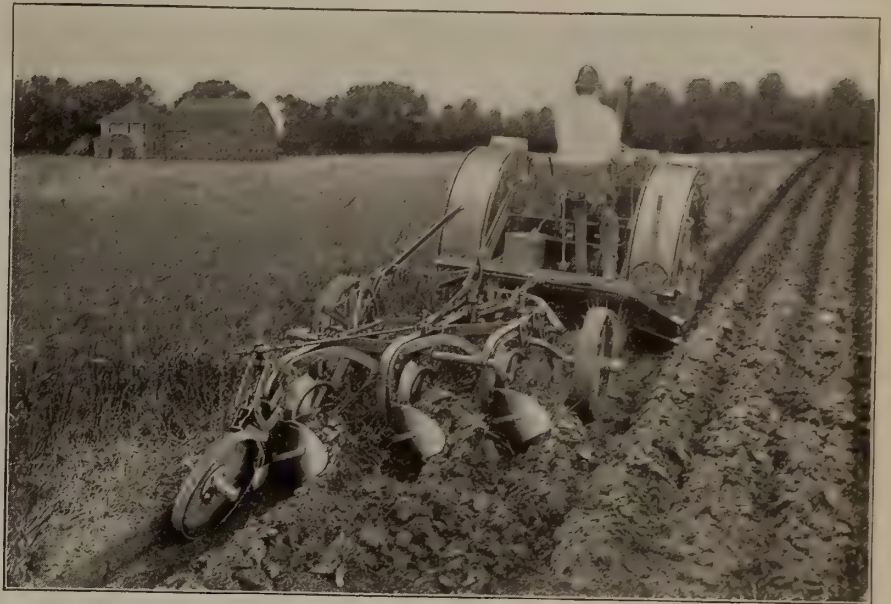
Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

P.O. Box 3006 F.I. 119

Winnipeg, Man.

Farm Tools Guaranteed By JOHN DEERE

Your goods are half sold when you can back your own sterling word by the sturdy guarantee of John Deere Plow Company, Limited.



WATERLOO BOY Original Kerosene Tractor

With

JOHN DEERE Light Tractor Plows

Van Brunt Grain Drills



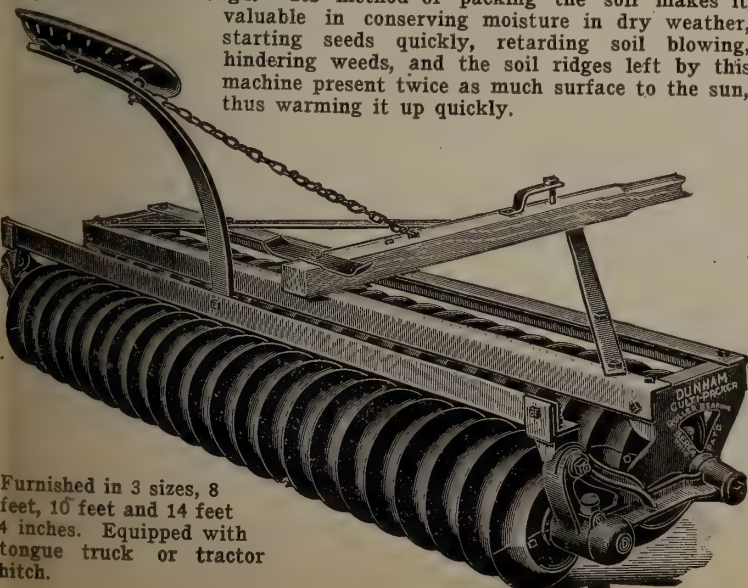
The genuine success of the light draft Van Brunt Seed Drill is due to its practical lines. They will neither clog nor choke and will work in any soil that can be seeded. Built in single and double discs and shoe styles. In sizes, 12, 14, 16, 18, 22 and 24. Send for literature on these.

Tractor Hitch for Seed Drills

The need for a satisfactory rigid tractor hitch for one or two seed drills has been growing steadily. You can now offer your customers a hitch for this purpose, with a range of adjustments to take care of different sized machines. Ask us for complete details.

Genuine Dunham Culti-Packer With Roller Bearings

For cultivation and packing, this two-horse machine can be used profitably all season through. Its method of packing the soil makes it valuable in conserving moisture in dry weather, starting seeds quickly, retarding soil blowing, hindering weeds, and the soil ridges left by this machine present twice as much surface to the sun, thus warming it up quickly.



Furnished in 3 sizes, 8 feet, 10 feet and 14 feet 4 inches. Equipped with tongue truck or tractor hitch.

Many farmers whom you consider asleep, so far as power farming is concerned, are now becoming prospects of the very best sort. Revise your list of probable sales on Tractors and Tractor Plows. If there are any new tractors in the district, try to get in on the plow end. Don't be satisfied until every feature of the John Deere line is known to every farmer in your district.

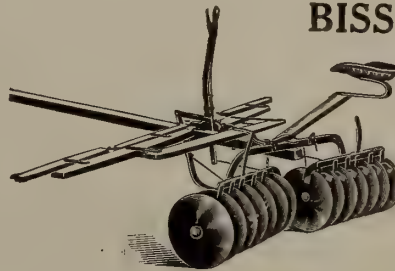
Waterloo Boy— The Handy Tractor

Now manufactured by this Company. Look up your folder on the Waterloo Boy—see the motor specifications, the control, transmission and so on. Satisfy yourself from a mechanical standpoint that here is a tractor which will stand up under solid hard farm work year in and year out. Then go out and talk performance, fuel economy, low upkeep cost—but first, last and all the time, remember it is the one handy tractor that will give any farmer satisfaction.

Solid Satisfaction in John Deere Plows

The John Deere Pony Tractor Plow is built especially for use with light tractors. Handy sizes, 12 and 14-inch, two, three and four-bottoms. Front end of beams securely held together by clevis—thoroughly braced and reinforced. Extra high clearance. Heavy coulter shanks, and John Deere Quick Detachable Shares. See how many points we have mentioned in this paragraph—think of the selling arguments YOU could use when you have your man face to face. If you have not got all the John Deere literature on these plows, ask for it now.

BISSELL DISC HARROWS



A big feature on these in-throw harrows is correct balance, which enables the harrow to stay down at its work and not to bind or hump in the middle. Designed and built from experience in the field. Single piece steel frame. Correct concave on discs which gives greatest cultivation with lightest draft. Look at your folders or catalogues. You can't read them without working up a healthy selling enthusiasm.

Early spring offers chances of systematic solicitation of prospects for which there is no time later on. Business will come of its own accord later—why not chase up the doubtful ones now? Check over the early spring needs—all styles of plows, tractors, seed drills, harrows, cultivators, manure spreaders, fanning mills and a host of others. Ask us for whatever literature—(on any lines)—you may desire.

JOHN DEERE PLOW CO., LIMITED

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

and Jas. Beguin, dealers at Foremost, Alta., recently received carlots of farm machinery to be in readiness for the need of the spring work.

P. M. Ames, manager of Manitoba Engines, Limited, Brandon, visited Winnipeg recently on business. We regret to note that Mr. and Mrs. Ames recently lost an infant son.

C. H. Gamble has been appointed superintendent of the John Deere Plow Works, according to an announcement made the other day. Mr. Gamble was formerly sales manager.

W. M. Ferguson, Winnipeg,

has produced a machine for grading, cleaning and separating grain, which, it is claimed, has some novel features in design and is said to do good work.

Nelson S. Gottshall, manager of Grace Motors Ltd., Toronto, recently spent a few days in Winnipeg visiting the Western Canadian branch of his company. He reports business as good.

Dixon Bros., implement dealers at Kamsack, have sold out to J. Dutczyszyn. In the same town J. Hooper has opened a harness store, and Savinkoff & Rattray are operating an automobile business.

David Martin Good, formerly president of the Geiser Mfg. Co., which merged with the Emerson-Brantingham Implement Co. six years ago, died recently at his home in Waynesboro, Pa., in his seventieth year.

R. S. McLaughlin has been elected a director and member of the executive committee of the General Motors Corporation. Mr. McLaughlin is president of the McLaughlin Motor Car Company, Oshawa, Ont.

E. S. Strachan, Winnipeg, Canadian manager of the Swedish Separator Co., has left for an extended Western trip, during which he will visit Regina, Moose Jaw, Saskatoon, Calgary, Edmonton and Vancouver.

E. L. Powers, president of the Anker-Holth Mfg. Co., Port Huron, Mich., stated that the capacity of this separator company has been doubled. They intend securing a connection for their cream separators in Western Canada.

The Superior Barn Equipment Company, Limited, has been incorporated, under the Ontario Companies' Act, with an authorized capital of \$300,000, to carry on the manufacture of stable fittings, accessories and equipment and machinery.

J. L. Acker, of the National Steel Car Co., Hamilton, Ont., recently visited Winnipeg when he was looking for a distributor for the National truck, a made-in-Canada product. He reports a large demand for these trucks in Eastern Canada.

J. A. Klassen, who has been handling auto accessories on the road in Manitoba and Saskatchewan for several years, has joined the staff of D. Ackland & Son, Ltd., and will call on the trade in the interests of their auto accessory department.

W. C. Durant, president of the General Motors Co., has subscribed for \$100,000 of the stock in the Janesville Housing Corp., which will build homes for workmen in Janesville. The investment was made for the Samson

Tractor Co., subsidiary of the G. M. C.

Owing to an erroneous report by an agency, in our last issue it was stated that Lanterman & Wood, dealers at Riverhurst, had dissolved partnership. The firm assure us that there was no break in the personnel and that they are doing excellent business.

H. A. Biggert, for seven years superintendent of the Hamilton works of the International Harvester Company, has resigned to accept a position as general manager of works for one of the largest industrial manufacturing corporations in the United States, at Bridgeport, Conn.

Before leaving Calgary for Ottawa, where he has taken up his duties as publicity agent of the department of immigration and colonization, Robt. J. C. Stead, the well known Western author, was presented with a gold watch by the staff of the publicity branch of the C.P.R., of which he had been head for some years.

E. J. Benedict, assistant manager Emerson-Brantingham Implement Co., is acting manager of the Minneapolis branch for the present, no appointment as manager having been made to succeed P. W. Berry, whose resignation took effect on March 1st. Mr. Benedict was formerly manager of the Regina branch of the company.

We are glad to hear that H. F. Anderson, manager of Tudhope-Anderson Co., Winnipeg, who has been seriously ill in England, was, at last reports, on the fair way to recovery. We trust that soon Mr. Anderson will be able to cross the Atlantic for Canada. He visited France and England on a business trip and unfortunately contracted pneumonia.

Colonel Harry Cockshutt, president of the Cockshutt Plow Company, of Brantford, and also president of the Brantford Carriage Works, and the Adams Wagon Works, is now in Europe to complete arrangements for overseas trade. Colonel Cockshutt was accompanied by Mr. J. K. Wedlake, his chief engineer. The company do a large foreign trade.

PUMPS

AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL

Phone 607

19-6th Street Brandon, Man.



CRESCENT PLOWSHARES

Crucible or Soft Centre Steel. Over 1,000 Patterns. Perfect in Fit

Sandoval Coulters

Harrow Discs

HARROW TEETH

HARROW BAR BOLTS and CHAINS

DRILL COVERING CHAINS

ORDER NOW, OR ASK FOR OUR PRICES. IT WILL PAY YOU

D. ACKLAND & SON LTD.

WINNIPEG

CALGARY

PHONE GARRY 1600

OUR ENGRAVINGS SPEAK FOR THEMSELVES

STOVEL CO. LTD.

WINNIPEG, MAN.

H. L. Frost Dead

After a brief illness with pneumonia, which followed influenza, the death occurred in New York recently of Harry L. Frost, president of the Frost Steel and Wire Company of Hamilton. He was 45 years old and a native of Danville, Ohio.

In addition to occupying a prominent place in the manufacturing life of Hamilton, Mr. Frost was widely known as a leader in all patriotic and philanthropic movements.

U. G. G. Face Competition

The Dauntless Mfg. Co. of Redcliff, Alta., with more than 700 farmers as shareholders, has set out as a rival of the United Grain Growers in that province. The new organization has recently completed a large plant at Redcliff, and while it is beginning business in the iron rather than the grain world, its scope goes so far as to manufacture farm implements. Already there is a feeling among Alberta farmers that many from the ranks of the U. G. G. will eventually tie up with the new farmers' organization.

McLean in West

O. P. McLean, Canadian manager for the Sharples Separator Co., West Chester, Pa., whose headquarters are in Toronto, recently returned East after a three weeks' visit to the Sharples distributors in the West, including points as far as Swift Current. Mr. McLean says that business prospects for the Sharples line are excellent and that they expect a great increase in their Canadian business this year. Formerly located in Calgary, Mr. McLean is well known to the Western trade.

Thirty Years With Frost and Wood Company

G. E. Ruby, general manager of the Frost and Wood Company, Smith Falls, Ont., marked the completion of his thirtieth year of service with the firm by a dinner, at which he was host to the "old timers." More than 80 employees, some of whom have been with the firm 50 years, attended.

Averaging the Tractor

A study of the tractors shown at the National Tractor Show at Kansas City, approximately 170 different types, reveals the fact that the average weight was 6,900 pounds. On the list f.o.b. factory basis, the average price of

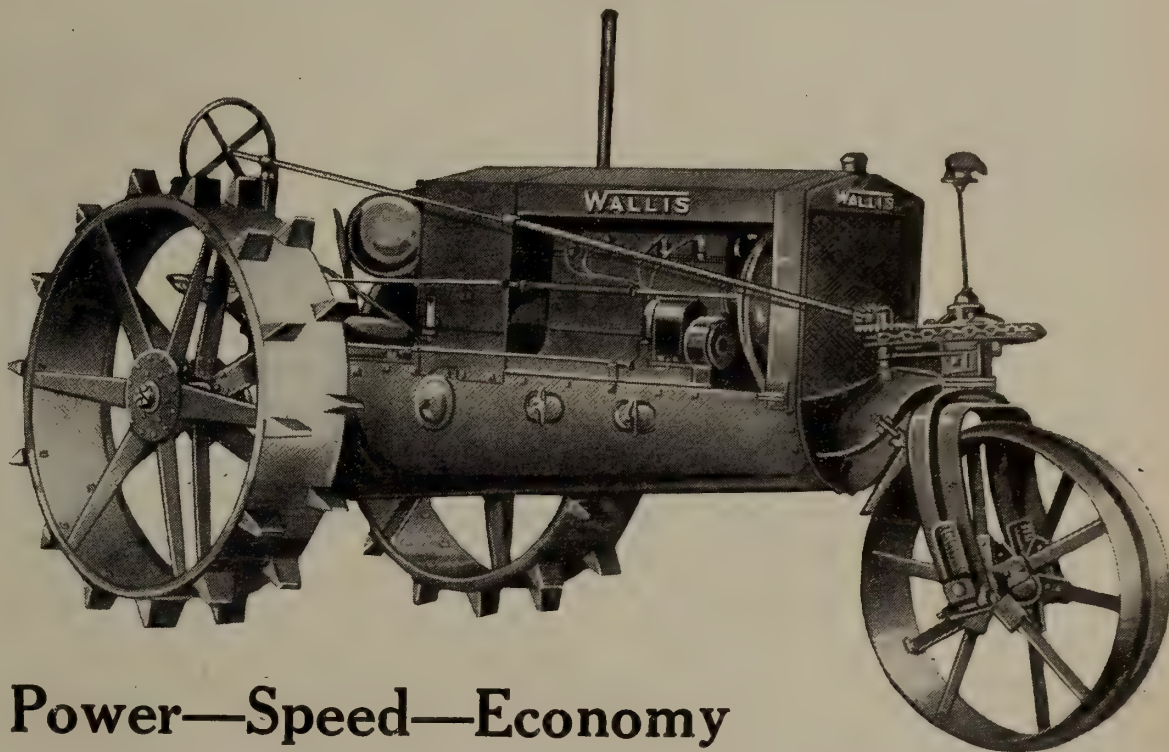
all the tractors at the show was \$2,010. Taking the number of bottoms credited to each tractor, the average cost of enough tractor power and weight to pull one

14-inch bottom was \$550. This means an average weight of 1,900 lbs. of metal in a tractor to give that power on the drawbar and putting it in a live stock way,

tractors, as evidenced at the big show, are selling, in the United States, at close to a 30c. a pound basis "on the whole wheel." Compare this with horse value.

WALLIS

America's Foremost Tractor



Power—Speed—Economy

Wallis means quality. Quality means service. Service means satisfied users.

Because the Wallis standard calls for the highest quality in every part and operation, dealers find it the ideal tractor to sell.

Whether plowing, threshing or doing any farm work, the Wallis gives true economy. Wallis first combined light weight, great power and durability in a tractor; built a tractor weighing 1000 to 5000 lbs. less than others of equal power.

Wallis simplified construction revolutionized tractor design. Heavy cast and malleable iron was replaced by strong, light steel; by designing lightweight, sturdy drive wheels; by introducing the "U"

frame which eliminated useless weight—the strongest frame known. Wallis first enclosed all gears, including the final drive, thus saving power and protecting vital parts.

And the Wallis motor and transmission are as perfectly finished as an automobile motor. All bearings are Hyatt—all gears cut and hardened and run in clean oil. The Wallis engine runs with velvet-like smoothness and keeps cool under conditions that would burn up the average engine.

This is the tractor that wise buyers want—the tractor of proven dependability that shrewd dealers want to sell. It pays to associate with the Wallis. Write at once for our proposition.

J. I. Case Tractor Plows

The lightest draft tractor plow on earth, because all the drag of furrow bottom and landside pressure has been eliminated. The weight of frame is carried on J. I. Case dust-proof, easy lubricating wheels. This plow rides like a vehicle—does not drag like a stoneboat. Simple, sturdy power-lift, easily handled from tractor seat. The J. I. Case plow will give your customers a plow that will turn more acres, plow deeper and with less fuel, labor and repair expense than any other made. You can sell the J. I. Case plow with less effort and greater satisfaction. Ask for literature.

The CANADIAN FAIRBANKS-MORSE CO. Limited
SASKATOON WINNIPEG CALGARY

We Manufacture and Distribute:

Type "Z" Stationary Engines—Fairbanks-Morse Combination Threshers—Light Tractor Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers—Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems—Pumps—Pump Jacks—Washing Machines, etc.

DUNHAM

CULTI-PACKER

TRADE MARK REG.

SAVES MOISTURE



The Culti-Packer will save a large part of the crops lost or set back every year on account of dry weather.

After plowing in dry weather immediate use of the Culti-Packer mulches the surface, firms out the air spaces under and between furrows and prevents wind and sun from drying out the soil.

After seeding and after the crops are up the Culti-Packer firms the soil underneath at the same time stirring the top, making a firm moisture retaining seed bed.

Show your farmers how to fight dry weather with a Culti-Packer.

FOR SALE BY
John Deere Plow Co.
LIMITED

Winnipeg Regina Calgary

MANUFACTURED BY
The Dunham Co.
BEREA, OHIO
(Suburb of Cleveland)

Advance-Rumely Adds a New Size Tractor

A new size tractor, which has recently been added to the famous OilPull line, was exhibited by the Advance-Rumely Thresher Company at the recent National Tractor Show held at Kansas City. This new size, rated 12-20, is recommended for three plows.

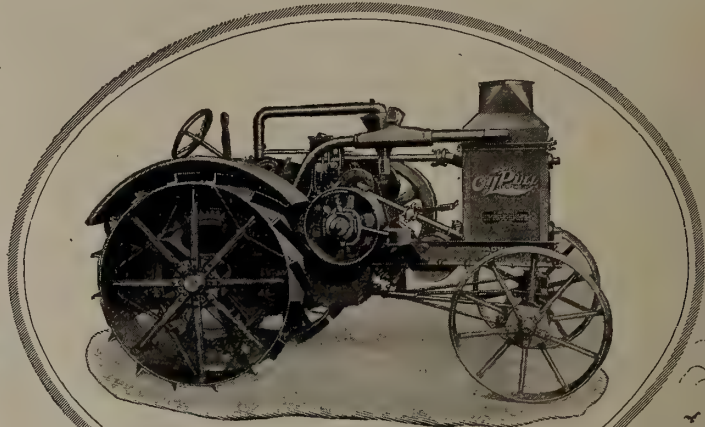
The Advance-Rumely Thresher Company says they could have put this smaller size OilPull on the market earlier, but felt that they, rather than the public, should bear the burden of experimentation. Now, after four years of tests and experience in their own hands, they are prepared to market this new model of the OilPull.

The new 12-20, which is illustrated here, follows the standard OilPull design and construction, reports the manufacturers. Prominent features are — a slow speed, two cylinder, horizontal, heavy duty motor, which in conjunction with a Secor-Higgins carburetor, uses kerosene successfully under all conditions and at all loads up to its full rated brake horse-power, and is so guaranteed in writing; a special throttling governor giving the closest speed regulation, as close, in fact, as the finest steam engine; a non-freez-

ing oil cooling system and fanless radiator, a trouble proof device that regulates the engine temperature perfectly in either the hottest or coldest weather; straight spur gear transmission, all transmission gears being cut from forged steel blank, case hardened, thoroughly protected against dust and running oil. A force feed lubricator carries fresh oil continuously to all working parts of the motor, while a positive air cleaner prevents dust

board or 4 disc plows. It will also handle a 22-inch cylinder thresher to full capacity. The Advance-Rumely Thresher Company furnishes each OilPull purchaser with a written guarantee, signed by company officials, that the OilPull tractor will burn successfully all grades of kerosene permitted by law to be sold in the United States and Canada, under all conditions, at all loads up to its full rated brake horse-power.

The new 12-20 OilPull will be

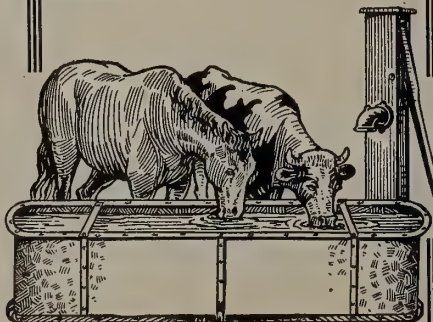


12-20 OilPull



DEALERS

If you have not compared the MANITOBA wood pump with others you should do so before ordering your Spring stock. Tubing furnished in any lengths up to 16 feet without joints. Our cylinders, buckets and all other parts are interchangeable with all other makes of wood pumps.



LARGE CAPACITY EASY PUMPING LONG LIVED

ASK FOR PRICES

Territories open for 1919 contracts on Wood Pumps and other goods as follows:

Iron Pumps; Gasoline and Kerosene Engines; Windmills; Feed Grinders; Roller Crushers; Saw Frames; etc. A postcard will bring full information.

See large display Advt. on page 20 in this issue.

Manitoba Engines, Ltd.
BRANDON - - MAN.

from getting through the carburetor into the motor. Hyatt roller bearings carry the transmission shafts and rear axle.

The frame is composed of light, straight members, hot riveted into a solid block; the wheels are of built-up riveted construction; large front wheels tracking with the drivers, make for easy steering. Weight has been reduced at every point, but not to the extent of sacrificing strength. All levers are right at the driver's hand, the gear shift providing for two forward speeds of 2.1 and 3.26 miles per hour, and reverse. An automatic steering guide can be furnished for plowing.

This new model, in accord with the Advance-Rumely policy of conservative ratings, is rated on the S. A. E. plan—the advertised rating 80 per cent of the maximum horse-power developed on drawbar and belt. The high overload capacity of OilPull tractors was well illustrated at the 1918 National Tractor Demonstration at Salina, Kansas, says the company, each size showing surplus horse-power of from 20 to 30 per cent.

In plowing, the 12-20 handles with ease three 14-inch mold-

distributed through the 26 Advance-Rumely branch houses, at each of which complete stocks of machines and repairs are carried and where quick service can always be obtained.

Engine and Generator Speeds

Where units for farm lighting plants are installed separately, the belting of generators to gas engines seems to be necessitated by the current practice of building dynamos to operate at about 1800 r.p.m., while gas engines usually run at normal speeds up to about 1000 r.p.m. It would mean a great deal not only to farmers but to farm lighting equipment manufacturers if the former were able to buy generators and gas engines to run at the same speed as direct-coupled units. It is believed that a standard series of ratings, voltage and speeds is practicable and desirable in farm lighting equipment.

The more you know about the implements you have to sell the more of them you will sell, and the better pleased your customers will be.

"Old Number One" Still on the Job

IT was F. Gasperich, owner of OilPull No. 314, one of the first 30-60's built—and also still on the job—that first told us about "Old Number One."

"There is a bit of sentiment attached to the OilPull machine, familiarly called 'Old Number One,'" he wrote, "It has been in our vicinity ever since its purchase in 1910 and is still on the job, running better than many new tractors of other makes. It is owned by Frank Schultz, of Agar, S. Dak., and I don't believe there is a man in this state who has done more plowing and threshing with OilPull machines. Recently I had an opportunity of witnessing the performance of this old OilPull and I will say that it is still a marvel of reliability."

So we asked Frank Schultz to tell of his experience with the pioneer OilPull, and he writes as follows:

"I have done more work with my 30-60 OilPull tractor than any other engine around this part of the country. I don't know just how many hundreds of acres it has plowed or bushels it has threshed, but she's always been on the job and never lacked for power."

"Some of my neighbors have so-called oil-burning engines, but when they get down to a hard pull, they're a lot better on gasoline. Many a time I've had 'Old Number One' running on heavy load all day without a stop and she never overheats. This I don't believe any other tractor owner in this part of the country can say. As far as burning kerosene is concerned, it is the only real kerosene burner that I know of."

"And the OilPull has a lot of reserve power, which a fellow needs going up steep hills breaking

sod in South Dakota. It's the only engine I know that is under-rated."

"The OilPull has more bearing surface and larger shafts than any tractor I've ever seen. I also like the heavy foundation to hold the motor and gearing in place. The carburetor is as simple a mixing device as can be made."

"When you see the OilPull work in the belt you realize the power it develops—how steady the power is and how easily it handles the largest separators."

"In my day I've operated a good many different makes of tractors, but I have yet to see one that will stand up like the Rumely OilPull. All the repairs that have been bought for 'Old Number One' would not amount to \$200."

What a tractor can do is best told by what it has done. What "Old Number One" OilPull has done during all these years sets a record for tractor performance that anyone can well use as a standard by which to judge any tractor made.

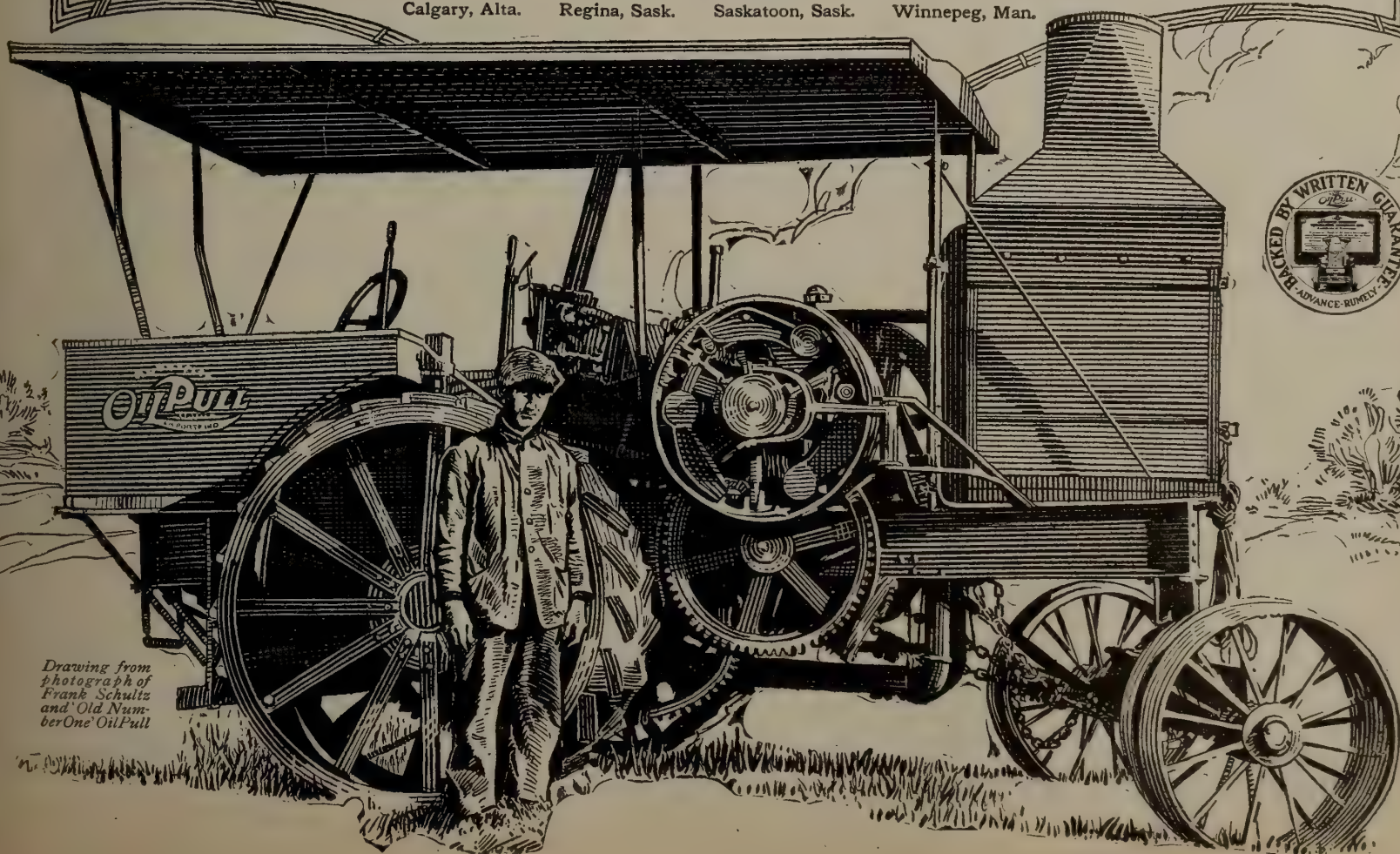
Moreover, into every OilPull is built the same long life, dependability and economy that "Old Number One" has proved out—it's just an example of what OilPull tractors are doing today for over 8,000 owners.

The famous Rumely OilPull can now be had in sizes from 3 to 10 plows—a size to meet the needs of every farmer in your territory. And to help you take care of your customers' best interests is Advance-Rumely Service—26 branch houses, with complete stocks of machines and repair parts. An Advance-Rumely contract insures a permanent and profitable tractor business.

ADVANCE-RUMELY THRESHER COMPANY, (Inc.)

La Porte, Indiana

Calgary, Alta. Regina, Sask. Saskatoon, Sask. Winnipeg, Man.



Binder Twine Notes

In some sections of the United States it is estimated that 80 per cent of the probable twine requirements have been purchased by dealers. Reports have it that the margin in twine is so low that dealers in many areas in the States take very little interest in it.

Commenting on the situation, Cordage Trade Journal points out that the excellent reports on winter grain crops in the United States will probably lead to a record consumption of binder twine. In that country, should the spring grain crops prove relatively as large there may be a veritable twine famine at harvest time. Our contemporary says: "A shortage this year seems a greater possibility than ordinarily, because last year's crops required an unusually small amount of twine to the acre, so that merchants in their calculations this year, desiring to avoid carrying over high-priced twine, may have underestimated the probable requirements."

"Price conditions in the U.S. export market mystify some members of the trade, who assert that they do not quite understand why the Food Administration's price of 23.30 cents for 500-foot

twine has been shaded from 2.30 to 4.30 cents per pound in some recent quotations made to inquiring exporters. Some who are endeavoring to obtain the (U.S.) Food Administration's price say that, after they quote the price, they fail to obtain business."

In Western Canada there obtains a recurring rumor that the farmers' co-operative organizations have secured a very heavy order of binder twine from a large twine plant in the United States, which, it is alleged, usually caters to the retail trade. This twine to be sold by the farmers' organization will, it is claimed, be placed upon the market by them at a price that will make it almost impossible for the dealer to do business. Dealers are naturally interested in this report, which is current in many quarters.

Changes in Renfrew Machinery Company

M. J. O'Brien, Limited, has purchased the interests of Thomas A. Low in the Renfrew Machinery Co., Renfrew, Ont., manufacturers of Renfrew cream separators and scales. F. D. Vickers has retired from the management of the company.

Soon after Mr. Low had taken care of a year's experiments

which led him to believe that the newly invented cream separator had points of superiority about it, he secured the co-operation of Mr. O'Brien in establishing a company for its manufacture. Mr. Vickers was chosen to manage its affairs; and he has helped it grow from a very small concern to an extensive one, with a large selling staff in the world's markets, making the Renfrew line widely known. Mr. Vickers will celebrate his release from strenuous business responsibilities by a holiday; afterwards devoting himself to the extension of other interests he has in Renfrew, some of them in association with Mr. Low. Mr. H. A. Jordan has been appointed managing director of the organization.

Jennings Goes to Knickerbocker Motors

Addison P. Jennings, for several years assistant advertising manager of the Sharples Separator Co., has been appointed advertising manager of Knickerbocker Motors, Inc., of Poughkeepsie, N.Y., makers of farm tractors. Mr. Jennings has had considerable experience with advertising agency work, and for the last two years has been in charge of the dealer service de-

partment of the Sharples organization at the head offices at West Chester, Pa.

Wagons and Trucks Standardized

The wagon and truck specifications compiled by the U.S. National and Implement Association have been adopted by practically every manufacturer in that line in the United States. In the case of a few items changes do not become effective until 1920; in all others parts will be standardized at once.

The most radical change is the adoption of a single width of track. The day of wide track and narrow track has passed. All farm wagons and farm trucks are now to be made of one track, viz., 56 inches from center to center of the tires on ground. This is the standard automobile width.

All wagon beds are to be 38 inches in width and there are to be only two combinations of wheel heights, viz., 40-inch front and 44-inch rear, and 44-inch front and 48-inch rear. All tires on wood wheels are to be oval edge.

H. S. James is a new implement dealer at Admiral.

FARMERS NEED AND DEMAND

The "New-Way" All-Purpose and Binder Engine

Made in Four Sizes

They are absolutely the lightest weight engines made ready to run complete in one unit. Its weight ready to run is over 60 pounds less than any other complete engine ready to run on binders.

You need stock no other engines but these as they will take care of every power requirement on the farm outside of the tractor.

THE "New-Way" ENGINE
GOES AND GOES RIGHT

ON ALL THESE OUTFITS

Grain, rice and corn binders. Attachments for all makes, twenty-seven different types.

HEADER AND HEADER BINDERS

Attachments for all makes.

CORN PICKERS

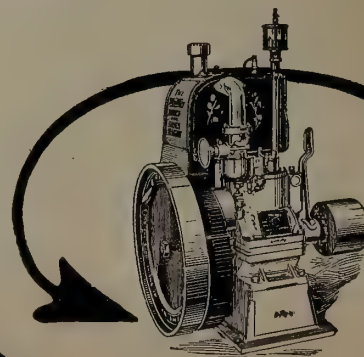
Attachments for McCormick, Deering, etc.

POTATO DIGGERS

Bateman, Hoover, Aspinwall, Empire, etc.

The "New-Way" light-weight All-Purpose Engines meet every requirement on the farm and will operate the lighting plant, feed grinder, cream separator, wood saw, etc. Wide-awake dealers sell them everywhere. You should write for the agency.

THE "New-Way" MOTOR COMPANY
LANSING, MICHIGAN, U.S.A.

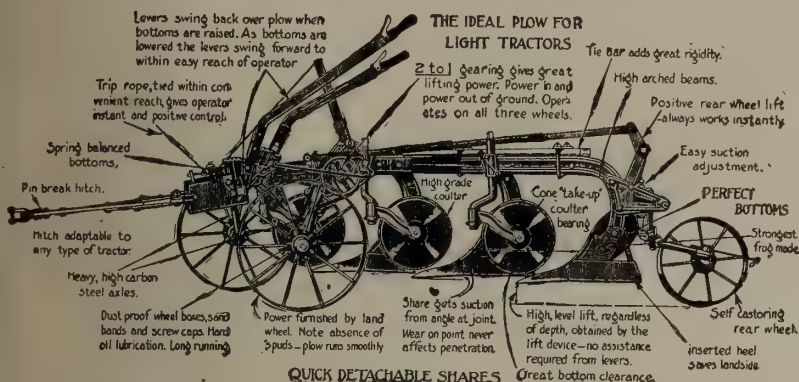


1842

P&O

1919

TRACTOR TILLAGE IMPLEMENTS

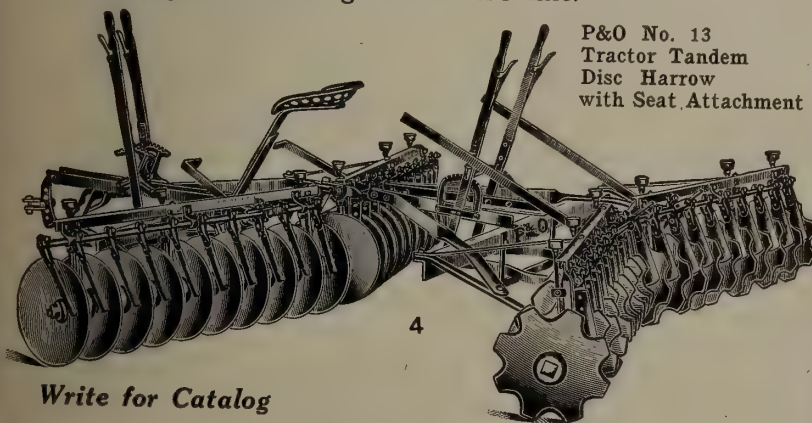


P&O Little Genius Plow for Light Tractors

It was the first, and continues, according to the verdict of practical plowmen, to be the best plow for small tractors. It is correct at every point—lift, bottoms, hitch, beams, coulters—absolutely a high-grade plow with 77 years of plow building experience behind it. Perfectly shaped bottoms with P&O Quick Detachable Shares. Choice of bottoms to suit any soil. Hitch adaptable to any tractor. Made in 2 and 3 furrow with 12 or 14-inch bottoms, and 3 furrow with 14-inch bottoms.

P&O Tractor Tandem Disc Harrows

To give continuous efficiency, the disc harrow, because of the strenuous nature of its work, must be a sturdy tool. Sturdiness—the ability to make good under the most difficult conditions—is a characteristic of P&O disc harrows, horse and tractor. Highest quality material and workmanship, and excellent design, blend durability, efficiency, easy handling and comparative lightness of draft in a manner which is ideal. It will pay you to investigate the P&O line.



Write for Catalog

BUILT BY

Parlin & Orendorff Co., Canton, Ill., U.S.A.

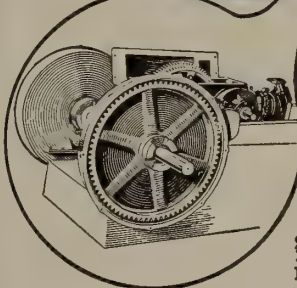
Hart-Parr of Canada, Ltd.

SALES AGENTS FOR CANADA

Winnipeg : Regina : Saskatoon : Calgary

The LAUSON 15-25

DUST PROOF-ALL GEARS ENCLOSED



Dust-Proof Construction

Absolutely dust-proof, all the gears including the final drive being enclosed in a dust-proof housing and running in oil. All moving parts and engine are protected from dust, grit, mud and dirt. This eliminates the friction that wears out machinery and wastes power.

The Lauson is "FULL JEWELLED." It runs as easily and as reliably as a high grade watch because of these "jewels"—the 24 Hyatt and Timken roller ball bearings.

Surplus Power

Built for heavy work, it has surplus power which enables it to meet any emergency. It will plow, disc or harrow, pull mower, hay loader, binder or spreader, run ensilage cutter, grain thresher, corn sheller, haul grader or pull stumps. The Lauson-Beaver heavy-duty, valve in head engine, having a 25% surplus of power over the actual rating, although rated a 3-plow tractor, performs in the 4-plow class. And yet it is popularly priced.

It will pay you to study Lauson construction, because, in every particular, it is the final development of tractor building—strong and rugged as a locomotive, but having the mechanical perfection of a high grade watch. Simple to operate, it performs reliably and without annoying, expensive breakdowns, when steady work counts for so much in farm production.

The Lauson selling franchise is a valuable asset to any dealer's business. If you can qualify for the Lauson organization, the profit is generous and ample protection is afforded. Some desirable territory is still open, perhaps yours. Write immediately for full particulars.

SPECIFICATIONS

Rating—Drawbar H.P. 15; Belt H.P. 25.
Engine—4½-in. bore by 6-in. stroke, valve in head.
Number Cylinders and Cycle—Four.
Normal Speed—R.P.M. 950.
Lubrication System—Splash and force feed.
Ignition—Dixie Magneto.
Carburetor and Fuel System—Kings-ton Gravity Feed.
Cooling System—Perfex Radiator.
Belt Pulley—18-inch by 8 inch; 475 R.P.M.
Transmission—Lauson Selective Type, sliding gear; oil tempered gears.

Number Speeds Forward—Two.
Speed—M.P.H., Low 1¾; plowing 2½; high 2½.
Number Wheels—Four.
Drive Wheels—54-inch diameter; 12-inch face.
Guide Wheels—32-inch diameter; 6-inch face.
Wheelbase—86-inch. Tread—52-inch.
Starter—Christiansen (Optional Equipment).
Total weight, less fuel, water, oil and lugs, 6,000 lbs.
Shipping weight with standard equipment, 6,500 lbs.

Breen Motor Company - - - Winnipeg
Distributors for Manitoba and S. Saskatchewan

Saskatchewan-Lauson Tractor Co., Saskatoon
Distributors for Northern Saskatchewan

McClenaghan & Taylor - - - Lethbridge
Distributors for Alberta

The John Lauson Manufacturing Co.
337 Monroe St., New Holstein, Wis

Keeping the Tractor Sold

Fundamentally, the implement dealer is the man who should sell tractors because the tractor and implement are a part of one another. The automobile dealer, simply because he has sold cars and knows something about a motor, is not necessarily the ideal tractor dealer. Implement dealers were selling internal combustion engines before the average automobile man was in his present line of business. Both the tractor and car are propelled by a motor, it is true, but one is a luxury machine, the other a prac-

tical farm implement. The tractor cannot be successful unless the implement it draws is a success, and the motor car man is by no means an expert on drills, discs and power plows or binders.

From the dealer's, manufacturer's and farmer's point of view, the building and maintaining of a successful and substantial tractor business depends upon service. The best tractor ever manufactured will not make good unless the service given is satisfactory. The implement dealer has the advantage over the automo-

bile dealer in that he has for years known the farmers' service problems.

Many farmers are afraid to buy tractors and sell their surplus horses because of the insufficient service which they are able to get from the dealer or the manufacturer of a tractor. The tendency in purchasing tractors is developing along the line of buying a complete outfit from one concern. The farmer cannot afford to buy an implement from one concern and a tractor from another. In nearly every case where such a deal is made, trouble eventually arises between

the implement and the tractor. If the implement dealer sells the job he is interested in keeping the implement going. If an automobile dealer sold the tractor, he would want the tractor to make good. Whereas, if one man sold the outfit he would see to it that both were satisfactory.

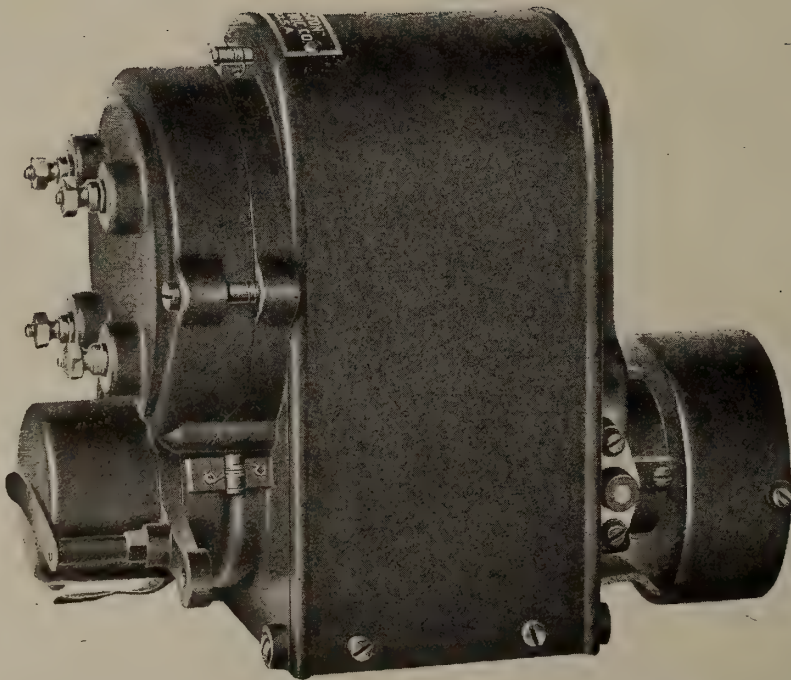
The wise dealer of the future will sell both outfits. This does not mean that the automobile man cannot enter the tractor game, but if he does, he must link up the implement to the tractor. It does not mean that new blood will not enter the field. There are plenty of opportunities for men of vision who see the possibilities of the farm power business.

A tractor dealer gives what corresponds to \$25 to \$35 worth of service, possibly more. Yet this service expense can be reduced if proper instructions are given the farmer at the time of selling and starting the machine. The dealer wants to avoid these trips to the country to take care of trivial things. To give real tractor service does not mean that the dealer must have a tractor garage. The tractor farmer of the future will be able to do a great deal of his repair work himself. He will be able to see to engine and ignition trouble, to adjust parts, remove carbon and replace gears. The farmer will need help until he learns how to do some of these things. What the dealer should do is to see to it that the customer can get necessary repairs and is thoroughly instructed in the use of his tractor for the first month or two. The big idea in tractor business is in keeping the tractor sold.

An investigation of the business methods of a tractor manufacturer can be easily made so that the implement dealer can advise the farmer when he buys a tractor that it is not going to be an orphan in six months. The tractor dealer ought also to be in position to know something of the practical success of any type of machine which he handles. Many tractor owners consider that during the first month the dealers should send a man around a few times to explain essential points regarding the tractor and how to keep it in successful operation. Such a man can influence a farmer to take care of the little points that usually lead to a yell for expert service. The dealer will find it economy to send out a man, for a satisfied tractor owner helps tractor business and, incidentally, the business of the dealer from whom he bought the machine.

How about wagon business?

KINGSTON MAGNETOS



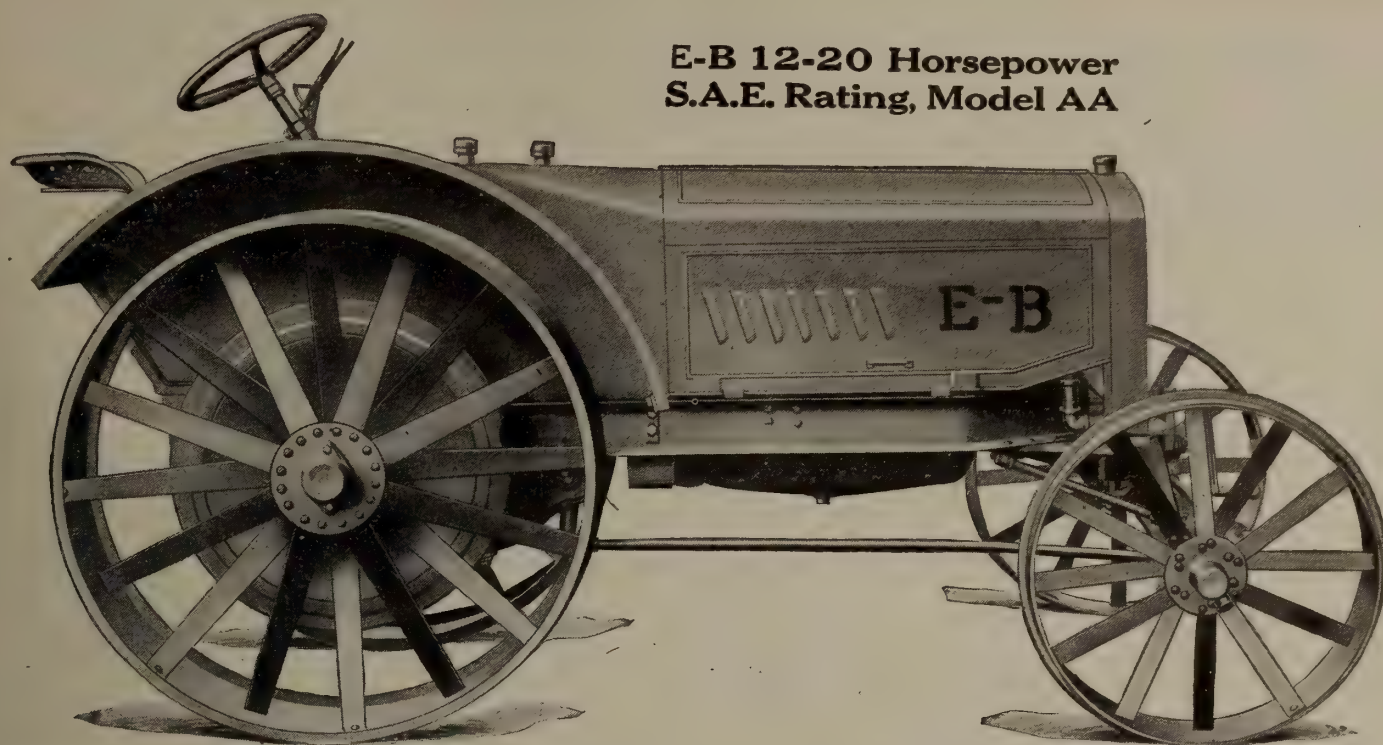
The KINGSTON magneto is a true, self-contained, staunchly constructed ignition device, fully up to the high standard of all KINGSTON products.

The new KINGSTON has met with instant success throughout the market. It is water-proof and dust-proof, ruggedly built, designed expressly for the heavy stresses of tractor service. It is in every way a better magneto.

The KINGSTON carries the famous impulse starter. It is positive of action, and is built for wear.

The most efficient tractors are KINGSTON equipped.

KOKOMO ELECTRIC CO.
KOKOMO, INDIANA, U.S.A.



**E-B 12-20 Horsepower
S.A.E. Rating, Model AA**

Get that Surplus Horsepower

EMERSON-BRANTINGHAM are the first to have the courage to rate a tractor on Society of Automotive Engineers' basis. The S. A. E. computes the power on the most conservative possible basis. The result is that while we claim only 12 horsepower at the drawbar and 20 on the belt, the E-B 12-20 actually delivers 15 at the drawbar and 25 on the belt. You

Buy 12-20—Get 15-25

Nor is this its only point of superiority. The E-B exclusive transmission on Hyatt roller bearings makes the application of power always smooth and without power waste. Furthermore, our transmission is perfectly

enclosed. Dust, dirt and sand can't get at it. All gears, including final drive, are made absolutely dust-and-dirt-proof. All run in oil. Every part of the driving mechanism of the motor is similarly protected. This

Enclosed Transmission

assures longer life, less repairs, more economical operation, more satisfaction for you and your customers. Furthermore, every detail of the insides is right. Bantam ball thrust

bearings on all shafts and gears subject to thrust. Bennett Air Cleaner, Bennett Carburetor, K-W High-Tension Magneto with Impulse Starter, High-Grade Radiator.

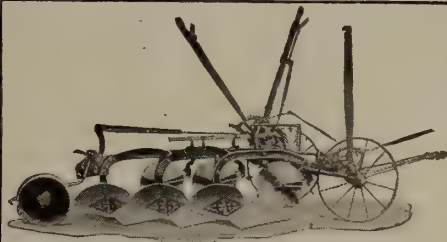
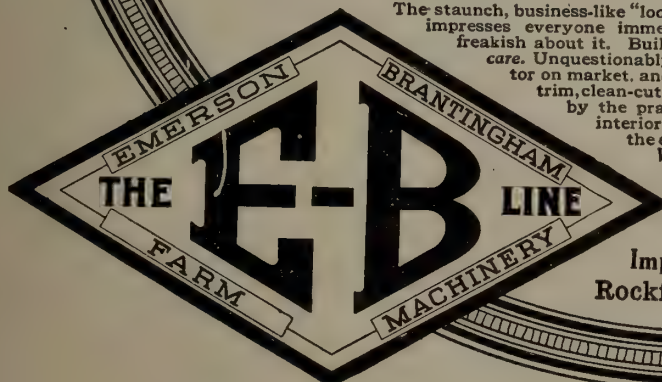
All Four Wheels on Ground—Not In Furrow

Front and rear wheels track. This, in addition to the fact that the E-B 12-20 has auto-type control and is remarkably light for its power, makes handling easy. Any member of the family who can operate an automobile can run this tractor.

Appearance as Attractive as Its Performance is Pleasing

The staunch, business-like "look" of the E-B 12-20 impresses everyone immediately. Nothing freakish about it. Built and finished with care. Unquestionably best-looking tractor on market, and every detail of its trim, clean-cut exterior is equalled by the practical worth of its interior mechanism. It's the easy-to-sell tractor. Write for dealer's terms

Emerson-
Brantingham
Implement Co., Inc.
Rockford, Illinois.



E-B 102 Tractor Plow

**Does Sharp-Share Plowing
at Least Fuel Cost**

E-B sharp-share plowing, long since proved best in horse plowing, may be utilized in tractor plowing by E-B Quick Detachable Shares. The only lever-operated quick detachable shares manufactured.

Sharp shares keep open moisture channels of soil, aerating it and improving it for producing bumper crops.

Sharp shares and land-side pressure carried on rear furrow wheel allow the turning of more soil with the same fuel.

E-B construction permits easy handling by operator. Also means great strength with fewest adjustments and repairs.

Western Canadian Distributors:

Emerson-Brantingham Implement Co., Inc., Regina, Sask.
Tudhope-Anderson Co., Ltd. Winnipeg and Calgary

New Sheaf Loader on the Market

The Stewart Sheaf Loader Co., Winnipeg, announces their new combination sheaf loader, the latest addition to the "New Era" line manufactured by the company. With the great demand for small tractors, many small sized threshing outfits have been purchased and the company saw the demand that exists for a loader for small outfits which would eliminate the use of bundle wagons. As a result, they developed the New Era Combination Loader, a machine with the same design of pick-up mechanism used so successfully for years on the Stewart sheaf loader.

This pick-up, however, is extended so that it elevates the grain and drops it into a large, tight bottom rack, capable of carrying 350 bundles. This rack is mounted on a truck equipped with roller bearings, which is permanently a part of the loader, and cannot be detached. The load is then pulled up to the separator and is dumped upon the ground unless a canvas or a floor is provided on which to dump the grain. Whilst a load is being threshed, another load is being picked up and brought to the machine.

The "New Era" Combination

Loader, says the manufacturers, will supply all small size outfits up to and including a 28-inch cylinder separator. It will, it is stated, save the expense of the wagons, bundle racks, horses and harness required, as well as the pitchers. Full particulars regarding this new machine may be had from the manufacturers.

Sproat Joins New Way Organization

The New Way Motor Company, Lansing, Mich., manufacturers of air cooled gas engines, recently took Harry J. Sproat into the organization as secretary and factory manager. Mr. Sproat for two years has acted as works manager for the Olds Motor Works, of Lansing, Mich. The New Way factory administration has been turned over entirely to Mr. Sproat, who is given a free hand to increase quantity and quality production.

Relative to the change, W. H. Newbrough, president of the New Way Company, and its organizer, says:

"It has been foreseen in the last eighteen months that the demand for New Way engines, from the established and constantly increasing number of trade connections, would make it necessary

for the company to increase its output of engines rapidly to take care of the needs of the trade. For that reason the company is more than fortunate in having Mr. Sproat in the organization for the big business now coming."

Previous to accepting the position of works manager for the Olds Motor Works. Mr. Sproat was for eleven years in charge of the manufacturing equipment plant of the American Radiator Company, Buffalo, and prior to that, he gained valuable experience after receiving his master's degree as a graduate engineer of the University of Michigan, with the U.S. Lake Survey, the Detroit Shipbuilding Company and the Kewanee Boiler Company, Kewanee, Ill.

Many New Way engines are being used for farm lighting plants, various kinds of farm machinery, where a light weight and dependable power is desired. Every day the suitability of the New Way engine for operating some new kind of labor saving machinery, is more apparent, says the company; therefore, the possibilities for the expansion of the business is without limit.

Treat the man who comes in to sell just as politely as the customer who comes in to buy.

Tractor Company Sold

The National Tractor Co., Cedar Rapids, Ia., manufacturers of National tractors, has sold its property and equipment to the General Ordnance Company, of Derby, Conn.

The General Ordnance Company was engaged in the manufacture of war equipment and occupies a strong financial position. It has acquired not only the assets of the National Tractor Company, but the grounds and buildings. It is their purpose to enlarge manufacturing facilities and increase production. It is said that the National Tractor Company had purchased material for making a thousand tractors this year, and the new owners will double that quantity.

Canadian Separators in U. S.

The Kaufmann-Parrett Co., Kansas City, distributors for Parrett tractors, recently closed a contract with the John Goodison Thresher Co., of Sarnia, Ont., whereby the tractor company will sell Goodison separators in Kansas and other western states. According to a report 25 Goodison threshers were sold during the week of the National Tractor Show at Kansas City.

EMERSON Wild Oat SEPARATORS

Guarantee Perfect Seed and Bumper Crops

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Made in Two Sizes
3-Shoe
and
6-Shoe

In demand
Everywhere
Get Your Stock

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

A single Emerson riddle comprises 1297 individual pieces of rust proof metal. In the 6-shoe machine this means 7782 REASONS why the oats cannot follow the wheat, barley or rye through the ports on to the screen. Every wild or tame oat kernel is absolutely eliminated. Write for booklet and agency offer.

WE SHIP THE DAY ORDER IS RECEIVED

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.

"FORD CAR 20 MINUTES" Ford-A-Tractor

Guaranteed to Do the Work of Four Good Horses—And does it

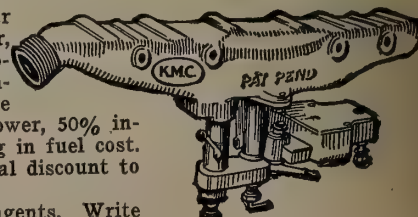
The best tractor attachment built. Every farmer cannot afford a tractor, but every farmer who owns a Ford car is interested in the Ford-A-Tractor. At present feed prices it will pay him to sell his horses and do his haulage by this attachment. Proven unequalled for plowing, harrowing, hauling the binder, mower or any other machine. Hitches to the wagon for taking loads to town.

Solid steel construction. Strong steel drive wheels; gears are machine cut from tempered alloy steel. All gearing runs in an enclosed dust-proof oil bath. Equipped with shock absorbers. Fitted with the W.D.C. Cooling System, which changes the water in cylinders six times a minute. Engine cannot overheat.

HANDLE THE K.M.C. TRANSFORMER

This transformer runs the Ford car on Kerosene. Two-bowl carburetor, starts on gasoline, switches to kerosene. The only transformer guaranteed to successfully burn kerosene in Ford cars. Gives 20% more power, 50% increase in mileage and 100% saving in fuel cost. Cost \$48.00 f.o.b. Winnipeg. Liberal discount to dealers.

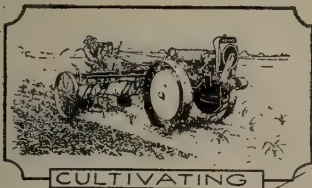
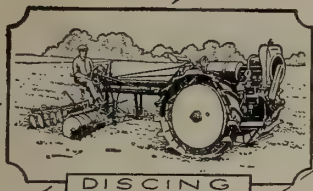
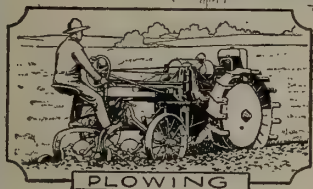
Some good territory open to live agents. Write us for full particulars and proposition.



FOR FULL PARTICULARS ADDRESS

J. D. ADSHEAD COMPANY
Confederation Life Bldg., Winnipeg, Man.

One Man Harvests 40 Acres a Day with this Outfit



MOLINE UNIVERSAL TRACTOR

and the new

Moline 10 Foot Grain Binder

This new Moline 10-ft. tractor-binder attached to a Moline Universal Tractor, running $3\frac{1}{2}$ miles per hour, with one man in control of both tractor and binder, will cut 40 acres of grain in a 10-hour day. This is more than 2 men and 8 horses with 8-ft. binders can do; and more than 3 men with any other tractor pulling two 8-ft. binders can do.

Important bearings, 35 in all, are equipped with Hyatt roller bearings. These bearings double the life of the binder, allow it to run at much faster speeds, make lighter draft and require only one oiling a season. This feature alone saves one hour or more a day. Elevator gears are enclosed and packed in grease.

There are many other features about this binder which enable you to harvest faster, cheaper and better than you ever did before.

A header attachment is provided so that the Moline Binder can be easily, and, at small expense, converted into a header.

This is just one more example of the great advantage that Moline Universal Tractor dealers have. A tractor for which the demand is practically unlimited, and a full line of tractor implements to go with it. Sell the tractor and the sale of implements follows with but little effort on the part of the dealer.

No other tractor franchise will give such profit and satisfaction as the Moline Universal.

Canadian Distributor:

Willys-Overland, Limited

Toronto :: Ontario

Manufactured by Moline Plow Co., Moline, Ill.

The Moline Line of Implements

Plows
(steel and chilled)
Harrow
Planters
Cultivators
Grain Drills
Lime Sowers
Mowers
Hay Rakes
Hay Loaders
Hay Stackers
Grain Binders
Corn Binders
Pitless Scales
Spreaders
Wagons
Moline-Universal Tractors
Stephens Salient Six
Automobiles



The Potential Tractor Market

It is estimated conservatively by those who may be presumed to know that the potential tractor market will exceed 1,250,000. Some estimates place the number much larger. If the average life of a tractor be estimated at five years, it would indicate an annual replacement market of 250,000. This, together with the necessity of filling the original market,

makes it seem quite possible that 400,000 or even 500,000 tractors may eventually be sold in a year.

It is interesting to note that 250,000 tractors at \$1,000 each mean a market of \$250,000,000, which is about as large as the entire annual output of the agricultural implement industry, in the United States before the war, which amounted to \$164,000,000, in 1914, at manufacturers' prices, and now is much more.

Standard Track for Buggies

The buggy and vehicle manufacturers who are members of the U.S. National Implement and Vehicle Association recently organized a department to serve their industry.

One of the first undertakings will be to make effective a standard buggy track to conform with the standard track adopted by the farm wagon manufacturers and

which was originally made effective by the automobile manufacturers, namely 56 inches center to center of tires on the ground. Buggy manufacturers in the U. S. generally have adopted the standard track effective July 1 this year.

Appointed General Manager

G. V. Nieda, of the Minot Automobile Co., Minot, N.D., on April 1st came to Regina where he will take charge of the Western Tractors Sales Co. as general manager. This company are distributors in Saskatchewan and Alberta for the Plowman tractor, and they anticipate a large demand for their line this season.

N. I. V. A. Convention

The twenty-sixth annual convention of the National Implement & Vehicle Association will be held in Chicago in October, according to the decision of the executive committee of the Association. Invitations from a number of leading cities were considered, but for many reasons it was deemed advisable to hold the big convention again in Chicago, where is located the general offices of the Association.

British Concerns Amalgamate

Ruston & Hornsby, Ltd., of Lincoln and Grantham, Eng., and Ransomes, Sims & Jeffries, Ipswich, two of the largest farm machinery manufacturers in Great Britain, have amalgamated. An announcement states that "the two companies will work in closer harmony with one another so as to standardise designs, patterns and sizes, and gradually to arrange the manufacture at the various works so as to ensure the greatest economy." Advantages are also anticipated in buying materials and marketing the products of both undertakings.

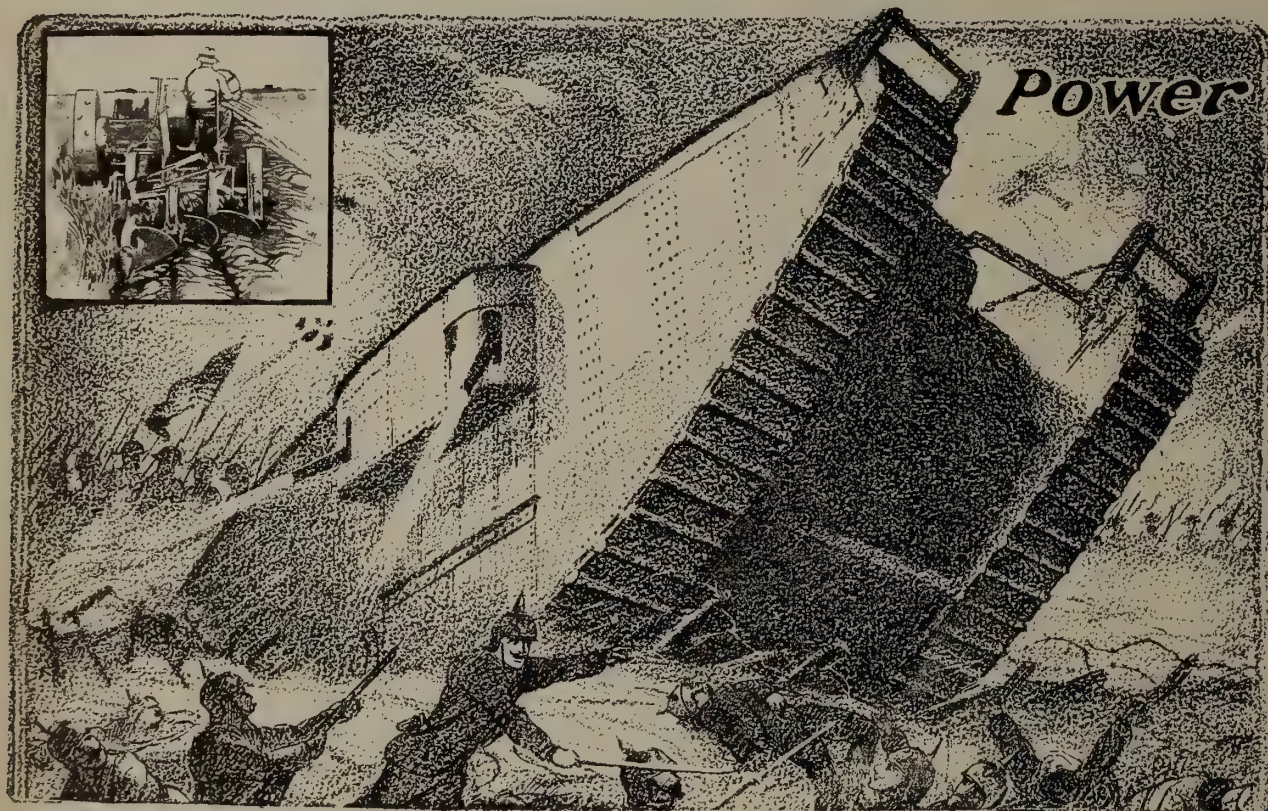
Avery Distributor for California

Fred H. Poss, president of the Avery Company of the Pacific Coast, visited the factories of the company at Peoria, Ill., the other day. Formerly connected with an electrical concern, Mr. Poss visualized the big future in the tractor business and trained for it by studying the tractor field and tractor data. He found out that the Avery Co. wanted a distributor in California and about a year ago began selling the Avery in that territory. Mr. Poss, says the company, has already sold more tractors in California than any other tractor distributor.

KINGSTON

CARBURETORS

RECOGNIZED STANDARD FOR TRACTOR USE



THE strongest selling point of the tractor is its suggestion of sturdy strength. The man who buys a tractor is buying *power*, and the only successful tractor is the one which delivers that power at the plowshare. This is the reason that most of the successful tractor manufacturers specify KINGSTON carburetors.

The experienced manufacturer knows that with a KINGSTON carburetor he is going to get full efficiency out of his engine. He knows that he is going to get a maximum of power at a minimum of machine wear.

He knows that his tractor is a better tractor because it is KINGSTON equipped.

Dealers who are following the trend of the times are turning more and more to KINGSTON carburetors. They realize the tremendous sales advantage in them. They are coming to know that the tractor with the KINGSTON carburetor is the tractor that gives results. Let us tell you more about it.

Booklet Sent on Request

Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street



STINSON

Tractors

Made for the West
at Medicine Hat,
Alberta

Sold at the same price the American farmer pays

WHY
THE
STINSON

?

After visiting and studying all Tractors in the United States for six months we picked the Stinson to manufacture because we consider it the best value and best construction for Western Canada.

What Users Say

Drayton, N.D.
Stinson Tractor Co., Superior, Wis.
Gentlemen:

Wish to say in regard to the Stinson Tractor that I purchased this season, that it certainly is a good one. It is better than any tractor in this neighborhood that I know of. The only trouble we have ever had was a little spark trouble, and we soon found it.

Have plowed over 200 acres this fall and in a very short time, at a speed of about 4 miles per hour. Am using three plows, but the tractor no doubt will handle more, but this soil is very heavy, being black gumbo, and it is hard to make plows scour.

I used from 2 to 2½ gallons of fuel to the acre, depending on the depth of the plowing.

My fourteen-year-old son has operated the tractor most of the time, and he thinks it the best machine I could have bought for the money. We particularly like the speed.

Have told my opinion as near as I can of your tractor, but if there is anything more I can do for you I shall be pleased to have you advise me.

Yours very truly,
Signed, JOHN LINDQUIST.
R.F.D., No. 1, Drayton, N.D.

Billings, Mont.
Stinson Tractor Co., Superior, Wis.
Gentlemen:

I have been using your Stinson tractor this fall discing and pulling a set of three bottoms.

I wish to say that I am very much pleased with this tractor, for the following reasons:

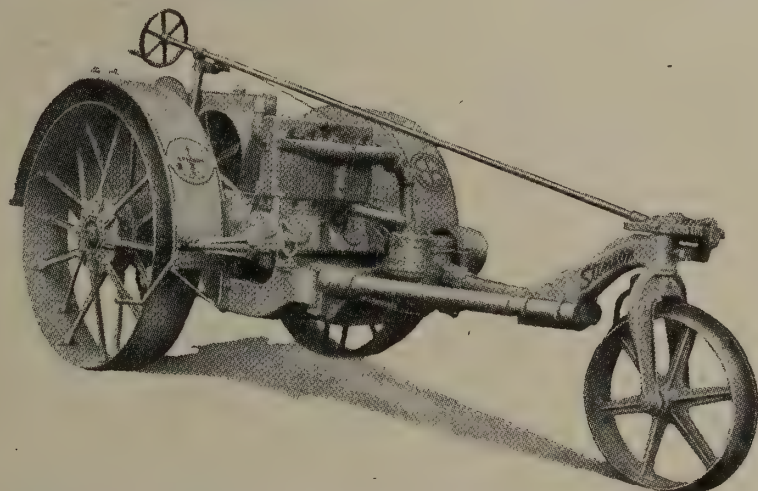
First. It has plenty of surplus power.

Second. It is the only tractor as far as I know that is a genuinely dust-proof proposition, all the gears are running in oil and thoroughly protected.

Third. The carburetor device which draws the air used by the carburetor through water insures a perfectly dust-proof carburetor.

Fourth. And a very important feature about this tractor is its great speed. I have been able to go from two to three times the speed in the fields that the best team of horses are able to travel and in a day's work this is especially an important feature.

Yours very truly,
Signed, A. C. ALLEN.
(Mr. Allen's tractor is equipped with a 4-in. x 6-in. motor. Our regular equipment is now 4½ x 6-in.)



ABOVE is shown the 18-36 H.P. Stinson—a real tractor without any freak ideas—see column at right for some features of construction.

BELOW is shown the Stinson pulling four 14-inch plows in heavy black soil at three miles an hour—the morning after a three-inch rainfall. The Stinson stays on the job.



Some Stinson Facts

Motor is 36 H.P. 4 cyl. valve in head

Power enough to properly drive a 28-in. separator.

It works better on KEROSENE than on gasoline, because it's a KEROSENE motor.

Draw bar pull is 3,000 lbs. at 3 miles per hour.

Pulling 3 14-in. plows this means 12.7 acres in 10 hours.

Pulling 4-14in. plows this means 16.96 acres in 10 hours.

Weight 6,350 lbs., 85 per cent on drive wheels.

2 drive wheels 12-in. wide, 60-in. high.

16 angle lugs, 18-in. long, 3-in. deep on each wheel.

No side draft, no bevel gears, direct drive to belt pulley.

The best tractor in the world with working parts poorly protected from dust can only be a partial success. The Rainstorm cleaner supplies the motor with clean, moist air, washed through water. It is non-adjustable and trouble proof. All gears, including final drive, are enclosed, running in oil; governor enclosed, running in oil.

Agents Wanted

Manitoba and Alberta is mostly open territory to-day. Write us for information. Splendid service guaranteed.

Territory Open

Saskatchewan is being handled by the Saskatchewan Grain Growers' Association, Regina. Write or wire re open territory in Manitoba and Alberta.

.. CATALOG FREE ..

It costs nothing to get a catalog and see for yourself why the Stinson Tractor excels. Write us to-day.

MARTIN & PHILLIPS

SOLE MANUFACTURERS AND DISTRIBUTORS FOR CANADA

Medicine Hat

ALBERTA

— "THE TRACTOR CENTRE OF CANADA" —

Costs in the Implement Industry

In a recent address Secretary E. W. McCullough, of the U. S. National Implement and Vehicle Association, asserted that as a result of the efforts of implement manufacturers in that country during the war stocks of raw materials, all delivered at the highest prices, were equal to, and in some cases more, than the normal inventory. Commenting on the cost of materials as related to present prices Secretary McCullough said:

Comparisons of pre-war costs of the principal raw materials used in our industry and the average market prices of these commodities in 1918 throws a clear light upon the reason for the present implement price levels. In 1914 the average market price of bar steel was \$1.15 per cwt.; in 1915 it was \$1.25; in 1916 it was \$2.40; in 1917 it was \$3.00; and in 1918, under Government price control, it was \$2.90.

The average market price of pig iron per ton was \$13.60 in 1914, \$13.40 in 1915, \$18.50 in 1916, \$32.00 in 1917, and the 1918 price under Government control was \$33.50. Lumber prices moved from \$33 in 1914 back to \$30 in 1915, up to \$36 in 1916, to \$39 in

1917, and to an average of \$60 in 1918.

The Factor of Wages

The large increase in the labor costs has been in the main voluntary on the part of the manufacturer; the substantial increases in implement factory wages have been not asked by labor nor even demanded by it—they have been freely and properly conceded by the employer to the employee to meet the increasing cost of living.

Although no such warning was needed the industrial managers of the country have lately been advised by the conservative leaders of organized labor and by high authority at Washington that they must not lay harsh or hasty hands upon their wage scales. Inasmuch as the present labor rates were based upon the cost of living, it is logical to conclude that there can be no general reduction in the price of labor rates without a corresponding reduction in the cost of living.

Relating Labor and Costs

Illustrating the relation of labor to costs, take, for example, finished bar steel, which is material for the manufacture of implements, but which is a long way from a finished product. A ton of

finished bar steel requires a little more than two tons of iron ore, which under existing conditions costs in the ground from 60 cents to \$1.50. A ton of finished steel bars costs \$58.00, and this increase in value is largely due to the cost of the labor entering into mining the ore, hauling it to lake ports, transporting it to the steel mills, and manufacturing it into steel bars. It is estimated that at least 90 per cent of the cost of all commodities is represented by the cost of the labor entering into them. All this labor has advanced averaging approximately 100 per cent; and very little of this labor is under the control either of the farm machinery manufacturer or the rolling mills or the pig iron furnaces, within their plants.

One of the important items of labor entering into this situation is that of the railroad employees now under Government control and whose wages are not likely to be changed for a very considerable period of time.

Our greatest problem, therefore, not only in this line, but many others, is how can production and business be kept moving normally until costs and prices reach the level that our changed conditions warrant, which basis

must for some time be undetermined. Whether this basis is likely to be far from present values no one knows, but I believe that any cessation from buying that which is necessary to keep business going and keeping employed the vast army of consumers is a serious mistake.

Tire Restrictions Removed

Agreement between automobile and pneumatic tire manufacturers to remove all war restrictions on sizes and styles of tires, was announced by the U. S. National Automobile Chamber of Commerce. The manufacturers at a recent conference decided that tires of all sizes would be made as long as there was a demand for them.

Bolsheviks Wreck I. H. C. Plant in Russia

As well as hating law, order, religion and capital, the Bolsheviks in Russia hate farm machinery. Possibly because it means progress. Bolshevik troops, with the express approval of the Soviet Government, recently looted and damaged the plant of the International Harvester Co. at Artavir, Russia. About \$400,000 damage was reported.

Lincoln Tractor

Two - Three Bottom Size

Lever Action Raises Third Bottom Clear

Strictly a one-man outfit. Note rear lever and quadrant. This lever lifts the third, or outside, bottom clear whenever operator desires, making a perfect TWO-BOTTOM outfit, without a moment's delay. The third bottom can be quickly raised or lowered if necessary. This is a feature in the Lincoln Tractor Plows your customers will appreciate. Crank adjusting and furrow levers are easily operated from the tractor. The hitch on the Lincoln gives a wide range of adjustment vertically or horizontally. Rigid construction permits backing. Equipped with safety pin-break.

Great Strength

Heavy beams, strongly reinforced and braced, ensuring great durability. Wheels are 30 inches dia., with 1 3/4 inch axles.

The Lincoln Tractor Plow has in-built quality throughout. It will sell in competition with any other plow. We advise you to investigate this opportunity, but write now.

DEALERS: Get Literature and our Agency Offer

CUSHMAN MOTOR WORKS OF CANADA, Limited, Whyte and Vine Streets, Winnipeg

Gang Plows

ADAPTABLE TO ANY STYLE TRACTOR

Lincoln Plow Bottoms can be raised to clear the ground by 6 to 8 inches. Plowing depth readily adjustable to 9 inches. A cord operates the automatic lift through a powerful, positive clutch. One full turn of wheel is required when raising plows. The Lincoln raising and lowering mechanism is a big selling feature. Unusual clearance is provided so that trash cannot accumulate. By eliminating gauge wheels through our single unit construction, we do away with one of the greatest causes of clogging. Note the high throated beams.

14-in. Stubble Bottoms
Weight 1050 lbs.

14-in. Breaker Bottoms
Weight 1090 lbs.

The screw crank shown gives quick adjustment of bottoms to the fraction of an inch. The rotary movement is easier and more efficient than direct pull by a lever. Furrow lever is held stationary when not in use. Ask for descriptive folder.

Currie Factory to Locate in Brandon

The Currie Manufacturing Co., of Lauder, Man., manufacturers of the Webber fanning mill and other lines, is to remove from that town to Brandon, where a site has been taken in the concrete building at Ninth Street and McTavish Avenue. Some alterations will be made to the building which, a report says, will be occupied in about six weeks. It is stated that the plant will employ about twelve to fifteen workmen, including carpenters and sheet metal workers, as it is the intention to turn out various agricultural specialties such as grain picklers, fanning mills and water tanks.

Ellis to Recuperate

W. J. Ellis, second vice-president and general manager of R. A. Lister & Company (Canada), Limited, Toronto, goes over to England during April, having been ordered by his doctor to take several months' rest owing to the state of his health. Mr. R. Howell, secretary of the Lister Company, takes over the management meanwhile. Mr. Howell was for many years manager of the Premier Separator Company, which concern was merged with the Lister organization.

A New Tractor Company

J. F. Kroyer, of Stockton, Cal., has projected a new tractor company. Plans call for a factory in that city for the manufacture of a tractor designed by Mr. Kroyer to be known as the "Wizard Four-Pull" tractor. The company will be known as the Kroyer Mfg. Co. Mr. Kroyer reports that the company anticipate opening a Western Canadian assembling plant at either Vancouver or Calgary, where the tractor will be produced to meet the Canadian demand.

Implements Germany Must Deliver

Reports from France show that the quantity of implements and machines to be handed over by Germany under the terms of the armistice is very much less than the Boches destroyed or took away from the occupied regions. The material to be delivered by the Germans includes 400 steam plowing sets, 6,500 seed drills, 6,500 manure distributors, 6,500 plows, 6,500 Brabant plows, 12,500 harrows, 6,500 cultivators, 2,500 rollers, 2,500 Crosskill rollers, 2,500 grass mowers, 2,500 horse rakes, and 2,000 self-binding reapers,

with all the necessary spare parts for eighteen months' service. A third of this material had to be delivered by March 1, and the remainder by June 1. It is

being received and examined under the direction of M. Max Ringelmann, director of the Agricultural Trial Station. This supply of machinery will do much

to relieve the agricultural industry in France.

If business is quiet, make a noise advertising.

These Advertisements Are Selling Westwo Goods for Dealers



Every Horse Pulls His Share
WHEN WORKING IN FRONT OF A
Westwo
FIVE-HORSE HITCH
Easily attached to right or left-hand plow.

You Buy Westwo Products With a Guarantee
Because they are made well, they look better and last longer than others made. Factories where quality is factored where quality is not a first consideration.



They are guaranteed to be the best that modern machinery and expert workmanship can produce.

WEST-WOODS LIM
Westwo
PAINTED WOODS
Should any piece prove defective, it will be replaced from travelling salesman, be replaced at no charge to the dealer.
Westwo guarantee thus ensures satisfaction to the user, and full protection to the dealer.

The Trademark Westwo Is Your Guarantee



YOU make your purchase with the absolute knowledge that you must get satisfaction. Every dealer selling this popular line knows that any defective product bearing this trademark will be promptly replaced by the manufacturer—that, together with the fact that Westwo products carry a money-back guarantee—gives greater satisfaction than any other line.

Almost any dealer can supply you. Only the best materials go into any product bearing the Westwo name. That's one outstanding reason why they will outlast others in their period of usefulness. Be sure that you are securing the best your money can buy. If for any reason your dealer cannot supply you—write us direct.

Your Guarantee
They are made from the most carefully selected, properly finished, painted, varnished, and that reason they have the stand force. They are durable, ordinary products sold without such a guarantee.

West-Woods Limited - Winnipeg

Ask For Westwo Wagon

Get the best your money can buy. Made of steel and ironed as illustrated. Well painted to withstand with coat of primer, color and varnish.
Size doubletrees, 2x5x48 ins.; size whippletree size neckyoke, 3x48 ins.



Westwo FOUR HORSE or DISC PLOW



Easily attached to right or left-hand plow abreast. Evener works freely and equally side draft and gives each horse plenty of root and varnished, and carries Westwo guarantee.

If your Dealer cannot supply you—

West-Woods Limited
Winnipeg :: Man.

WE ARE CREATING THE DEMAND FOR YOU

Hundreds of dollars are being spent by the insertion of such advertisements as these in the leading standard farm papers and magazines of Western Canada.

This is the class of dealer co-operation we are giving to the trade.

Westwo
REGD

goods sell easily. They are stock that move readily and show a quick turnover and good margin of profit.

If you are not already handling the Westwo line you are overlooking a ready-money-maker.

If your jobber cannot supply you write us direct.

West-Woods Limited
Winnipeg

painted red, and varnished in natural colors.

To make sure of getting most value for your money buy with this guarantee.

If Your Dealer Cannot Supply You, Write us Direct.

West-Woods Limited
Winnipeg

Avery at the National Tractor Show

The Avery exhibit at the National Tractor Show at Kansas City was one of the largest and the most attractive exhibits at the show. All of the seven sizes of Avery tractors were exhibited, painted in white with gold lettering.

These tractors are, namely: The Avery 5-10, 8-16, 12-25, 14-28, 18-36, 25-50, 40-80 horse-power tractors. The Avery motor cultivator and planter was also shown, finished in white similar to the tractors.

The cut-away chassis of the Avery 8-16 tractor was on exhibition, run by an electric motor, showing all the working parts of an Avery tractor in operation. An Avery "Yellow Kid" separator was also on exhibition, cut away

to show the working parts in operation.

During the show the Avery Company sent two solid trainloads of 40 cars each, consisting of Avery tractors and threshers to the Avery dealers in Kansas and

Oklahoma. These were exhibited on a side track during the week of the show, and this is stated to be the largest shipment of tractors and threshers ever made in the United States. Further large shipments by the company within



"Acme" Pulverizing Harrow making a perfect seed bed on a French estate at Savign-sur-Braye

the last month were a solid train of 43 cars of tractors and threshers to the Avery branch house at Minneapolis, Minn.

French Farmers Make Good Seed Beds

French farmers know well the importance of perfect seed beds. That is why they are according such a warm welcome to the "Acme" pulverizing harrow. The illustration shows an "Acme" harrow in use on a large French estate.

French peasants have long been famous for their intensive methods of farming. Yet, we are told that the American army produced more garden truck from the same land. They accomplished this because of superior tools rather than because of greater skill. These tools enabled them to perform the work better as well as quicker. Fortunately the French are keen to adopt improved American implements.

Duane H. Nash, Inc., Millington, N.J., manufacturers of the well-known "Acme" tillage line, report a rapidly expanding business in France. The "Acme" foot-lift weeder, a tool designed primarily for orchard cultivation, is also being widely used in modern France. Photographs recently received show that the weeder is often used by the French for crushing clods—a job which it seems to perform to their entire satisfaction, although the designers never dreamed of putting it to such work.

A Device that Prevents Waste in Threshing

The grain-saving wind stacker for threshing machines has been designed to save kernels which are wasted by faulty adjustments of the sieves, improper regulation of the blast, undue speed variation, climatic conditions, or by careless hand-feeding; these being some of the unfavorable conditions under which threshers are occasionally run. This attachment prevents waste due to carelessness and faulty adjustments, and for this reason it is now being made regular equipment on standard threshers in the United States and Canada.

A description of this interesting device will be found on page 42 of our March issue, and its design is clearly shown in the accompanying illustration, which gives a general idea of its construction. The drive of the grain-saver auger is by chain from the tailings-auger shaft on thresher. This mode of drive avoids all high speed chains.

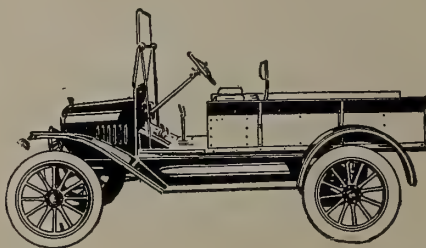
As the cut shows, the stacker

They Are Quick Sellers— "C. F." Lines of Commercial Bodies, Truck Bodies, Trailers, Carriages, Harness Blankets, etc.

Carriage Factories ("C.F.") Lines are easy to sell; first, because the constituent firms have been known for half a century. Their goods have reputation, fine workmanship and finish and the quality that gives endurance and satisfaction. In every part of Canada there are people who will have no other lines than ours.

"C. F." Commercial Bodies for Ford Chassis,—all Types

There is a bigger and bigger demand for "Commercial Bodies" for Grocers, Butchers, Hardware Men, Dry Goods Men, Contractors, etc. The demand is for "light and strong bodies to fit Ford Chassis." The most attractive and satisfactory line yet produced is the "C.F." line. Made in Open Express, Screen Sides, Panel or any style desired; also stake and express bodies for One-Ton Ford Trucks.



Peerless Trailers

Every farmer who owns a motor needs a Trailer, so do many merchants. A Trailer carries a big load and needs very little extra power. It saves converting the family motor into a truck by the scheme of a capacious, strong and easy running Trailer. Used in all parts of Canada with great satisfaction.

Heney Harness

The Heney Harness and Carriage Co., Ltd., are making Harness to-day even better than they did in the good old days fifty years ago. When you hang up Heney Harness in your shop, it looks better to the harness buyer than any other brand you can handle.

Write for Literature, Prices and Terms to Dealers

CARRIAGE FACTORIES, LIMITED

Head Office, Toronto. Western Office and Showrooms, 156 Princess St., Winnipeg

Distributing Houses:

MOOSE JAW CALGARY EDMONTON SASKATOON

CARRIAGES

The five best lines of Carriages, the tough, enduring, good looking, handsomely designed carriages known in Canada for fifty years are made by this Company. Dealers who want to handle carriages on a business-like and satisfactory basis should write us.

consists of (1) a set of steel grates placed in the wind stacker hopper near the fan drum and forming a grain trap; (2) an auxiliary blast tube and nozzle directing a blast across the grates for keeping them clean, also to assist in separating and trapping the kernels which would otherwise go into the straw stack and wasted; (3) an auger to convey the saved material back into the thresher tailings-auger, whence it is returned to the cylinder; (4) and a device for driving the auger.

Changes in Personnel of International Organization

Executive and sales organization changes have been announced by the International Harvester Company as follows:

Alex. Legge, who has been general manager of the Company since 1913, has also been made director and vice-president. Mr. Legge has been devoting practically all of his time for nearly two years to government service as vice-chairman of the War Industries Board at Washington.

Herbert F. Perkins, division manager in charge of manufacturing and raw materials, has also been made a vice-president.

W. V. Couchman, heretofore division manager in charge of sales, advertising and collections, has been elected vice-president in charge of European business, including manufacturing and sales, with headquarters in Europe.

A. E. McKinstry, heretofore division manager in charge of experimental work, purchasing and traffic, has been elected a vice-president and will assume Mr. Couchman's duties in charge of sales, advertising and collections, except for Europe.

H. B. Utley, formerly executive assistant and acting works manager, with supervision over the tractor works, Chicago, the tractor, engine and cream separator works at Milwaukee, and the motor truck works at Akron, Ohio, has been elected vice-president in charge of operations heretofore directed by Mr. McKinstry, except for Europe.

Lieutenant Cyrus McCormick, now in government service in Washington, has been appointed works manager in charge of operations of the tractor works, Milwaukee works, and motor truck works at Akron, Ohio, succeeding Mr. Utley. It is expected that Lieutenant McCormick will be relieved from government service in time to assume his duties with the company by May 1st next.

Frank Culbertson, who after nearly forty years of direct and indirect service of the Harvester interests, has asked to be relieved

from active service has been succeeded as sales manager of the America company by J. F. Jones, formerly manager of Canadian sales.

A. L. Upton, formerly assistant domestic sales manager, has been appointed manager of Canadian sales to succeed Mr. Jones.

J. A. Everson, formerly manager of engine and tractor sales for the America company, has been appointed assistant manager of domestic sales, succeeding Mr. Upton.

E. F. Bolte has been made assistant manager of Canadian sales.

T. A. Coleman, for many years northwest district sales manager, retires at his own request, and is succeeded by W. P. Wells, who has been manager of the eastern district.

C. E. Allison, formerly manager of tillage and seeding machine sales for the America company, has been appointed district manager for the eastern district, succeeding Mr. Wells.

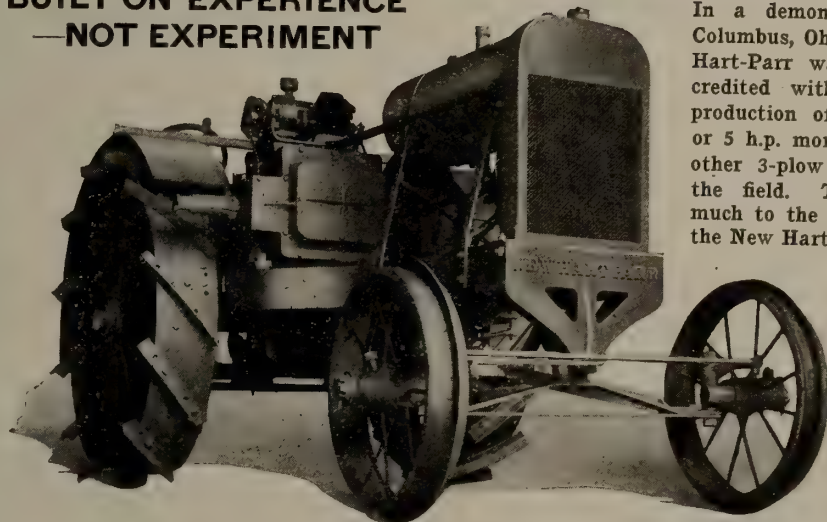
War Factories After New Trade

Some manufacturers of war material are evidently turning to the farm implement field. The Ford Motor Company has placed large orders for machine tools, it is claimed for this line. Another case in point is the General Ordnance Co., Derby, Conn., which will hereafter build tractors under the name of the National Tractor Co.

Use our Information Service.

The New HART-PARR

BUILT ON EXPERIENCE
—NOT EXPERIMENT



In a demonstration at Columbus, Ohio, the New Hart-Parr was officially credited with a power production of 37½ h.p., or 5 h.p. more than any other 3-plow tractor on the field. This means much to the man selling the New Hart-Parr.

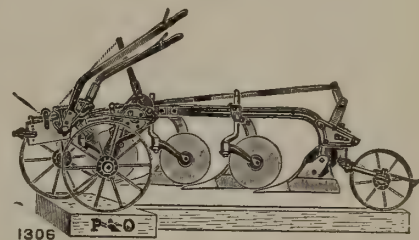
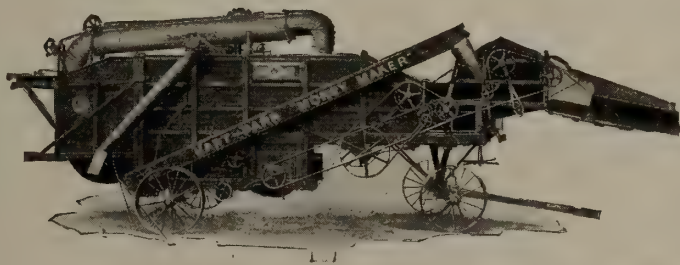
Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dray kerosene shunt.
BEARINGS—SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,000 pounds.

In the test the fuel cost of the New Hart-Parr was 1½ cents per h.p., and this tractor showed a reserve power of 7½ h.p. on a maximum load test. It's worth while to sell a tractor that gives what the farmer wants—maximum power at minimum fuel cost.

P&O Tractor Plows Stay Sold

The world-wide reputation of the P&O Tractor Plows for making good under any conditions is a fact that the dealer should consider. Every constructional feature is a selling point. High, level lift. Bottoms are forced into the ground, not merely dropped. Pin break hitch. Cone coulter bearings. Big bottom clearance. Write for full data covering this tractor plow line.

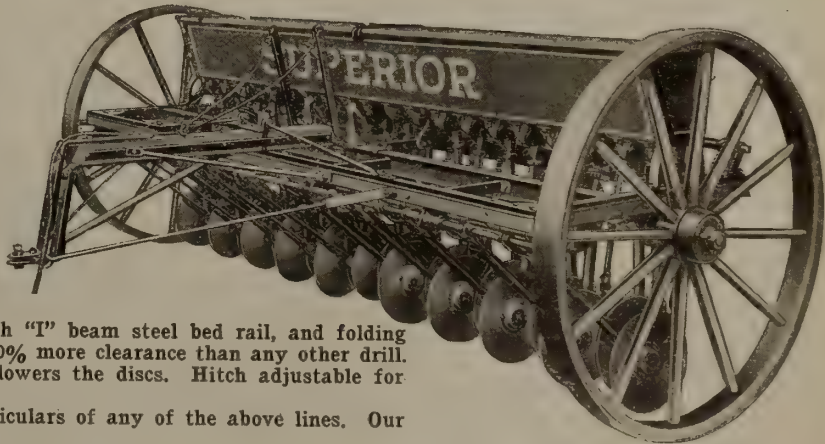


HANDLE HART-PARR "MONEY-MAKER" THRESHERS

The Money-Maker Thresher handles any crop clean and quickly. Made for years of hard service. A guaranteed grain getter; built for efficiency and capacity. In-built quality in every part—truck, frame, drive rack, cylinder and shoe. Sold complete with all attachments if desired.

"SUPERIOR" GRAIN DRILLS For Team or Tractor

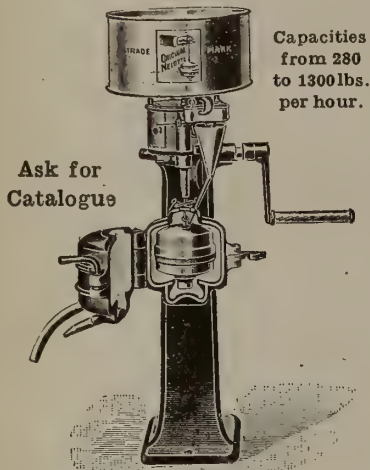
Single and double disc bearings guaranteed for the life of the drill. Double-run force feed positively sows the last seed. Steel telescoping tubes will not kink, stretch or break. Discs made from saw-blade steel. Solid angle steel frame with "T" beam steel bed rail, and folding levers. Oscillating drag-bar head gives 50% more clearance than any other drill. Power-lift from tractor seat raises and lowers the discs. Hitch adjustable for any make of tractor. Dealers are invited to write for full particulars of any of the above lines. Our liberal agency offer will interest you.



HART-PARR OF CANADA, LIMITED
WINNIPEG REGINA CALGARY SASKATOON EDMONTON

MELOTTE CREAM SEPARATORS

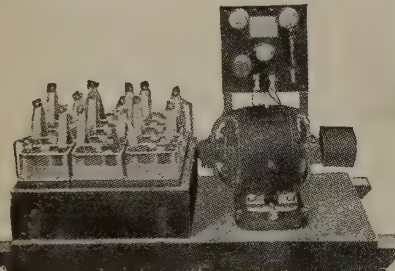
have a reputation for close skimming that is second to none. Dealers should get full particulars of this line at once. You can do a big, profitable business in this line. Get a sample on your floor.



Capacities
from 280
to 1300 lbs.
per hour.

Ask for
Catalogue

The "Melotte" is easily driven, easy to clean, strong, durable, and skims absolutely clean. It is the best separator to sell, because the best farmer can buy.

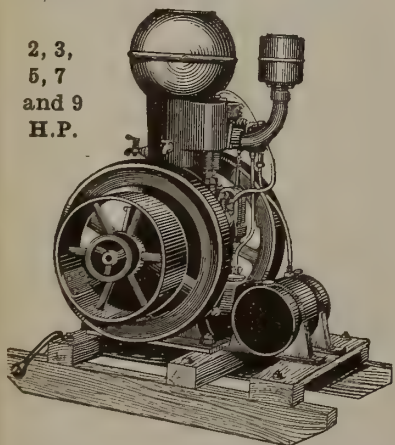


Lister Storage Battery Electric Lighting Plants

Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in four sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

LISTER ENGINES BRITISH BUILT—BRITISH QUALITY

2, 3,
5, 7
and 9
H.P.



Durable, only the best materials. Shipped complete with skids. High tension ignition. Automatic fuel feed; force feed lubrication. Very low fuel consumption. Steady running.

OUR LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Electric Lighting Plants—Grain Grinders and Crushers, Combination Threshers, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pump Jacks, Pumps, Power Pumping Outfits, etc.

GET OUR AGENCY OFFER

**R. A. LISTER & CO.,
(CANADA) LIMITED**

WINNIPEG

Toronto

Montreal

Manufacturers Combine for Foreign Trade

The manufacturers of farm implements and threshing machinery in Canada are to co-operate as regards the securing of orders in Europe and the settlement of a price basis for export trade.

Representatives of the leading farm implement factories were in conference recently with the Canadian Trade Commission at Ottawa in order to arrange for the extension of export trade in farm machinery. Preliminary plans were proposed by which foreign business could be secured to better advantage by the Canadian industry. It has been felt that competition for foreign business in agricultural implements has been very keen in the past, not only between Canada and the

United States, but between individual firms of either country, and that such competition has been detrimental to the interests of Canadian producers.

The proposal has been made that the manufacturers of implements should organize on much the same basis as several other groups in Canadian industry for the securing of export business in connection with reconstruction in Europe. It is felt that such trade will be very extensive with all the European countries that were importers of Canadian farm implements before the war. In transition from the keen competitive conditions that have existed, it is suggested that the manufacturers shall unite in maintaining a single selling agency, the expenses of which will be distributed pro rata among the various members of the group. With re-

gard to the arranging of credits, the plan has been advanced that these shall be secured from a common fund to be drawn from the various members of the group, whose contributions shall be determined according to the magnitude of the interests involved.

For some time the manufacturers have been preparing individually to go after foreign trade. These plans were, however, on the basis of a continuance of the competitive basis. The group organization plan provides for a fair price being fixed which will make it impossible for the foreign buyers to have the selling interests at a disadvantage.

U. S. Dealers Consider Discounts Inadequate

A conference was held in Chicago on March 14, between committees of the United States National Federation of Implement Dealers' Associations and the National Implement and Vehicle Association, as representing the manufacturers. Among the probable results of the meeting, Farm Implement News reports the following:

Increased discounts on repairs to dealers; the adoption of net cash repair lists where necessary to protect the interests of dealers and manufacturers; readjustment of list prices which are shown to be excessive, and a movement to eliminate faulty numbering of repair parts.

Concerning list prices the dealers presented evidence showing that the prices of wood parts and of certain small metal parts in many cases were ridiculously high, and it was contended that these prices apparently had been made without due consideration of the cost. It was also shown that the prices of different concerns on parts of the same kind varied materially.

The dealers reiterated their contention that discounts generally are inadequate, affording the dealer no profit. A plea was made for recognition of the need of an increased discount, to the end that repair parts would be available to the trade at lower prices.

U.S. Government Purchased Sisal

According to New York press reports, the United States Food Administration has contracted with the Comision Reguladora for 63,500 bales of sisal at a price of 15 cents a pound f.o.b. Gulf ports, and 15½ cents a pound out of warehouse. Of the total, but 3,500 bales, it is said, will be sold on the latter basis.



SALE OF Surplus Military and Naval Stores

DRY GOODS, CAMP SUPPLIES, FOOD HARDWARE, SCRAP METAL, JUNK

Cloth; new and second-hand clothing, equipment, hardware, tents, blankets, camp supplies, etc. Flour, jam, canned evaporated milk, tea, coffee, etc. Condemned clothing, junk, old brass, metals, leather, rubber, etc.

Sales Will Be Made By Sealed Tender

Persons desiring to tender are requested to communicate with the SECRETARY OF THE WAR PURCHASING COMMISSION, BOOTH BUILDING, OTTAWA, stating the items in which they are interested, whether new or second-hand or both.

Arrangements will be made to have samples on exhibition at places throughout Canada; specifications, full details, and tender forms will be mailed when ready to those who have registered as suggested above.

If Interested Please Apply Now

Institutions May Make Direct Purchase Without Tender

Dominion, Provincial, and Municipal departments, hospitals, charitable, philanthropic and similar institutions which are conducted for the benefit of the public and not for profit may purchase goods without tender at prices established by the War Purchasing Commission.

All communications should be addressed to the Secretary, War Purchasing Commission, Booth Building, Ottawa, who will be glad to supply lists and further details to those interested.

GREGG WAGON AND IMPLEMENT WOODS

LEADERS IN VALUE, MATERIALS, QUALITY, FINISH. IN DEMAND EVERYWHERE



NECKYOKES—HICKORY, VARNISHED or WHITE

ASK
FOR
CATALOG



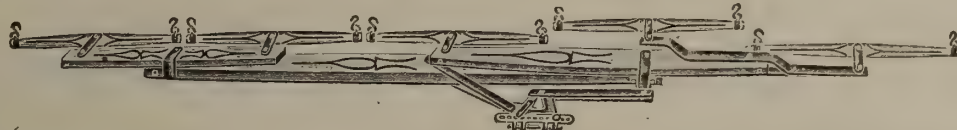
FOUR HORSE HITCHES—JUST WHAT FARMERS WANT

In selling Wood Goods, Paint and Varnish alone do not make steady and profitable business for the dealer. Handle a line that will add to your prestige and profits. Get below the paint, where wear shows the quality of the stock. That is where GREGG Wagon and Implement Woods out-sell all other lines.

We have one of the largest stocks of Hickory, Rock Elm, Maple and other Hardwoods carried in Canada—especially selected for Gregg requirements.

REMEMBER—"IF IT COMES FROM GREGG IT MUST BE GOOD"

Utilizing only the best procurable stock, we spare no manufacturing expense to make our wagon and implement woods a line that the dealer can sell with pride and profit. Handle Gregg wood goods and you create satisfied customers.



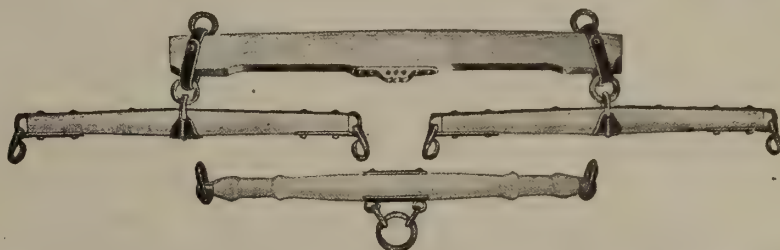
FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT

WHEN YOU
ORDER
SPECIFY
GREGG GOODS

WE MANUFACTURE

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees; Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets; 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners.

WAGON HARDWARE: Clips, ferrules and hooks, neckyokes, centre and end irons, wagon box straps and rods, etc.



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

The Gregg Manufacturing Company, Ltd. Winnipeg, Man.

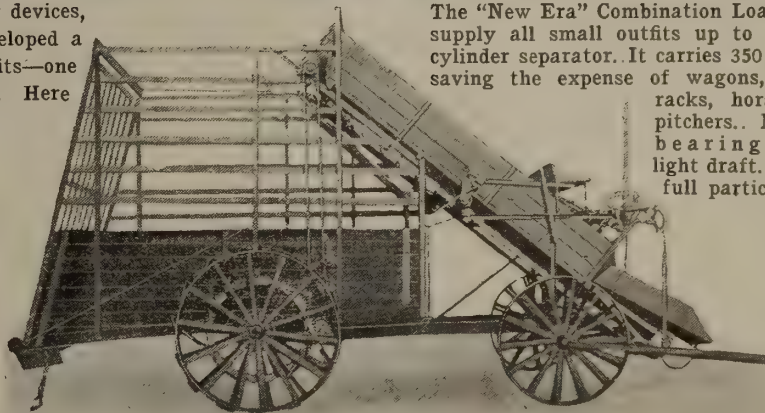
"Stewart" and "New Era" Combination Loaders



SAVES
GRAIN
MEN,
TEAMS,
TIME
AND
MONEY

LOWERS THE
COST OF
HARVESTING

The Stewart Sheaf Loader is the pioneer in grain loading devices, and has given invaluable service. We have now developed a combination loader to supply small threshing outfits—one that eliminates the use of bundle wagons entirely. Here is a big sales opportunity for dealers.



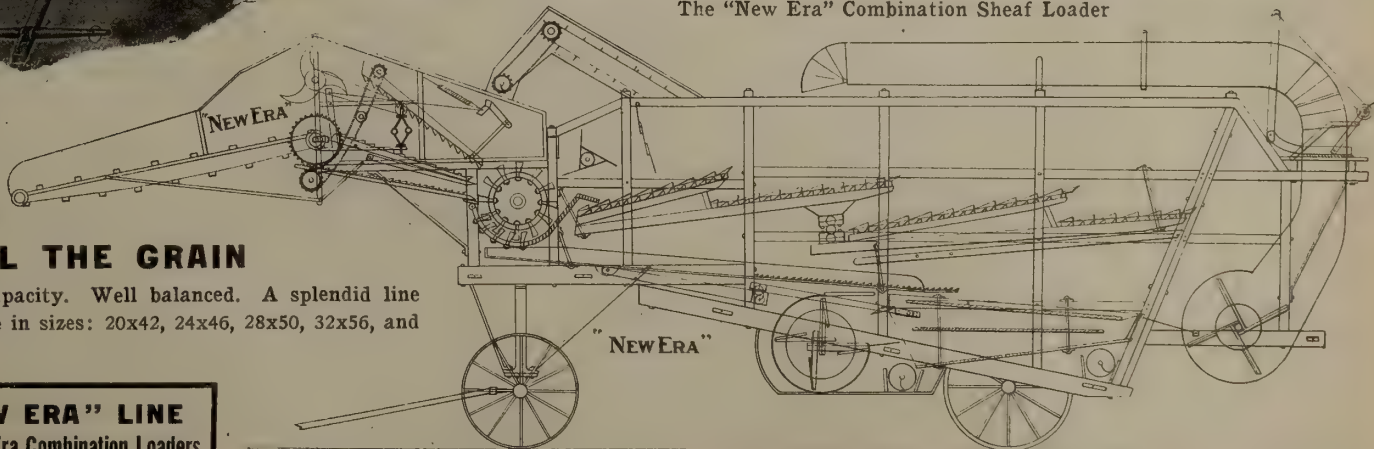
The "New Era" Combination Loader will supply all small outfits up to a 28-in. cylinder separator. It carries 350 bundles saving the expense of wagons, bundle racks, horses and pitchers. Roller bearings make light draft. Ask for full particulars.

The "New Era" Combination Sheaf Loader

"NEW ERA" SEPARATORS

GET ALL THE GRAIN

Strong construction. Large capacity. Well balanced. A splendid line to offer your customers. Made in sizes: 20x42, 24x46, 28x50, 32x56, and 38x64.



HANDLE THE "NEW ERA" LINE
Stewart Sheaf Loaders New Era Combination Loaders
New Era Cultivators New Era Threshers all sizes
Distributors of Moline Implements

THE STEWART SHEAF LOADER CO., LTD.
470 MARTIN AVENUE :: :: WINNIPEG, MAN.

Combined Harvesting and Stacking Now Possible

By W. E. DODGE

To most men the bare idea of cutting and stacking grain at one operation seems impractical. It seemed so to the writer, but when the matter was reduced to blue prints, coupled with the actual field experience of the inventor, Charles W. Hart, former president and general manager of the Hart-Parr Co., Charles City, Ia., he was forced to acknowledge the workability of the combination and to note the economic saving thus afforded.

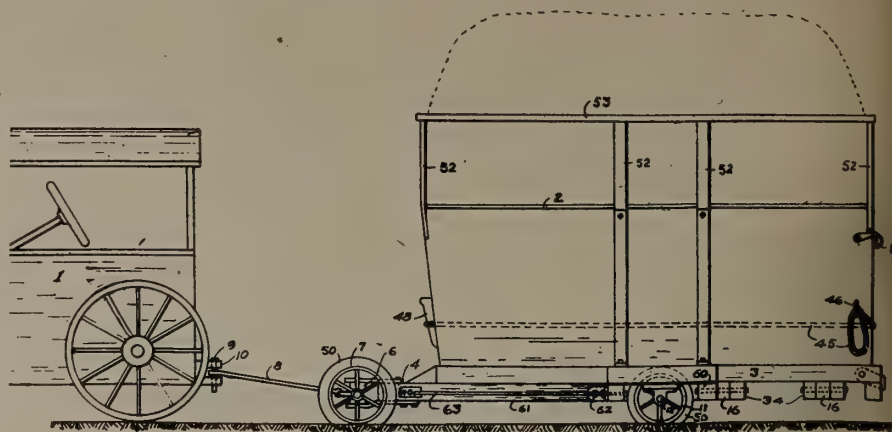
In 1916, Mr. Hart decided to leave the factory for a time and to go farming. He proposed to demonstrate, among other things, that the tractor was applicable to a wider range of farm work than previously thought possible.

Up in Wheatland County, Mon-

tana, Mr. Hart purchased 2560 acres of railroad land, three of the sections cornering on each other. This farm has an area of three miles in any direction. Mr. Hart then purchased three Hart-Parr tractors, a full outfit of machinery and all necessary supplies. Shacks were mounted on wheels and moved from section to section of the farm, saving time and travel.

The movable houses were drawn to the farm by tractor power and it was not long before the plows were turning over the virgin soil of the Hart farm. Discing, seeding and harrowing, all done tractorwise, followed in order. Spring's plowing will place all of the tillable land in the Hart farm under cultivation, meaning that out of 2,560 acres of land he will, with good fortune attending, have fully 2,400 acres of wheat to harvest next summer.

During spare moments Mr. Hart and his men worked out a design for the purpose of cutting and stacking wheat in one operation. This outfit, which may be called a combined header and stacker, proved successful, and wheat yielding more than 11,000 bushels was harvested and stacked with it. Mr. Hart applied for and secured letters patent on the



Side View of Hart Combined Header and Stacker

A machine used in the Montana harvest fields. Harvests and stacks for \$1.25 per acre

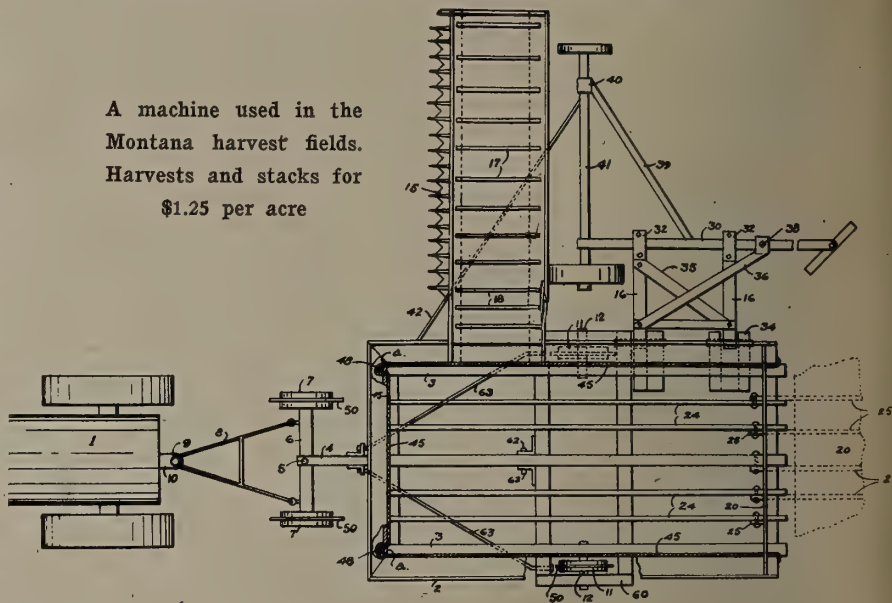


FIG. 4.

Top View of Hart Combined Header and Stacker

device and also on the method of harvesting. The cuts above show the general design.

Wheat usually grows a short straw in Montana, in the Plateau district, hence headers are generally used in harvest. Mr. Hart first built and mounted on wheels a "barge," or big bin-like box 12x20 feet in its floor dimensions with sides 6 feet high. The rear end is hinged at the bottom and

swings outwardly. The floor of the barge and the inside of the hinged end are provided with parallel wooden skidways about 3 inches high.

This four-wheeled barge, mounted so that the major portion of the load is carried on the rear axle, is drawn, through a simple hitch, by a tractor. On the side of the barge, or stacking box, is attached the header and both move forward at even space. The conveyor of the header deposits the wheat straw in the barge and the stacker handles the unbound sheafs in much the same manner as if bound and were being stacked outside. He lays the straw butts outwardly on all sides and keeps the centre of the stack crowning, and when the rick has been topped out or peaked a thatch has been provided which is reasonably impervious to rain. By means of a canvas protection on the top of, say three sides of the barge, all the heads are saved from loss by the winds which often take large toll in the ordinary operations of a header in Montana.

How the Stack is Unloaded

The travelling stack is now complete in the barge. The operator releases the catches which hold up the rear end of the barge, it thus forms an incline to the ground. By means of a rope or

PETERS PUMPS

Give More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters' Pump Proposition for 1919

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Milwaukee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

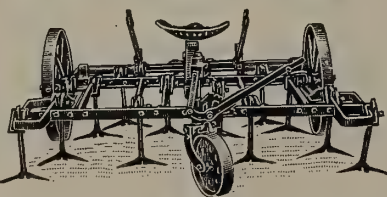
Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

A BIG SELLING LINE

Ronald-Smith Cultivator

FULLY GUARANTEED



Back view of the Ronald-Smith 8 ft. cultivator. Equipped with thirteen 9-inch shares, overlapping 2½ inches; standards 21 inches to 28 inches apart, allowing all rubbish to pass through freely.



Safety Hitch and Shock Absorber

FULLY GUARANTEED

Large size will pull a load of three tons. This hitch is suitable for 3 to 10 plows in stubble. Price \$17.50. Small size, one to three plows in stubble, price \$15.00.

Attractive Discount to Dealers AGENTS WANTED

The Ronald-Smith Cultivator Company Ltd.

411 SOMERSET BLDG., WINNIPEG

ATTENTION DEALERS!

Ford
Cylinders
Rebored

COMPLETE
WITH
PISTONS,
RINGS, Etc.

\$25

WE rebores any cylinder, from a Ford to a 30-60 Farm Tractor. A large tractor cylinder worth \$350 can be re-bored, fitted with new piston and rings, for \$65. Don't delay. Get your work done at once.

JOHN EAST IRON WORKS

120 Avenue C North SASKATOON

PHONES:

Day, 3181 Night, 3200

Mention Canadian Farm Implements

chain suspended at a reasonable distance from the floor along and inside of the two sides and the front end, the stack is unloaded. This is accomplished by staking securely the loose ends of the rope in the rear and moving the barge forward. The floor is actually pulled out from under the stack or rick without in the least disturbing it.

This operation is repeated until the field has been cut, care being taken of course to drop the stacks in a row and in groups of three; thus when threshing time comes the machine moves down the row of stacks, making a "setting" of each three stack units.

A man to operate the tractor and one to do the stacking on the barge takes the place of at least six men and three teams and wagons necessary in the usual header stacking operations. Mr. Hart estimates that his harvesting and stacking operations cost \$1.25 per acre, thus effecting a saving of fully one-half.

Figuring Net Profits

It has been generally accepted as a proven fact that in order to arrive at the cost of conducting a retail implement business it is necessary to include the following items: Taxes, insurance, fuel, light, water, etc.; rent, salaries, clerk hire, advertising, express, telephone and telegraph, office supplies, postage, etc.; store supplies, livery, drayage, etc.; horses and wagons, repairs, depreciation, deductions, donations and subscriptions, losses, miscellaneous expenses and interest on the total investment—a formidable list, but it is all there and must be reckoned with if you would not fool yourself, which is always an unwise and unsafe thing to do. Add all these items for the year, which will give you the total expense, and divide by your total sales, which will give you the correct percentage of the cost of doing business.

If you are to remain in business it is necessary that in finding the correct selling price it must include both cost and profit. The following formula may be used quickly and easily after you have found your correct percentage of cost, based on 12, 15 and 20 per cent. While the average dealer will find that his cost of doing business is nearer 18 than 12 per cent, we will figure from the basis that if the cost of doing business is 12 per cent of the total sales, then:

Adding 25 per cent to the cost price will give an 8 per cent net profit on selling price.

Adding 33 1-3 per cent will give 13 per cent net profit.

Adding 40 per cent will give 17 per cent net profit.

Adding 50 per cent will give 22 per cent net profit.

If the cost of doing business is 15 per cent of the total sales:

Adding 25 per cent will give 5 per cent net profit.

Adding 33 1-3 per cent will give 10 per cent net profit.

Adding 40 per cent will give 14 per cent net profit.

Adding 50 per cent will give 19 per cent net profit.

If the cost of doing business is 20 per cent of the total sales.

Adding 25 per cent will give 0 per cent net profit.

Adding 33 1-3 per cent will give 5 per cent net profit.

Adding 40 per cent will give 9 per cent net profit.

Adding 50 per cent will give 14 per cent net profit.

Some of these figures are not exact, but as close as they can be easily figured, and will be found sufficiently accurate for all practical purposes. It would be well to clip these tables and paste them on a piece of cardboard and keep them in your desk for handy reference when marking goods.

Easing Up On Material Supply

In the United States, priority restrictions on the use of iron and steel have been lifted. Restrictions governing the use of structural steel are now a dead letter; export licenses for metals from the United States for Canada are now being granted very generally and the conservation list which had been adhered to very strictly by the Washington authorities in respect to numerous lines, has been materially abbreviated. Generally speaking, permits for shipments from the United States into Canada are being considered freely.

In Canada the War Trade Board is allowing manufacturers of iron and steel to be exported without much restraint. It is also allowing a large quantity of steel scrap to be exported owing to the lack of satisfactory markets therefore in Canada. This relaxation of war measures restrictions is general and will considerably facilitate production in the farm machinery industry.

There were probably not more than 160,000 tractors made in the United States in 1918, but we are assured by estimates that more than 382,000 will be turned out during 1919.



Mr. DEALER

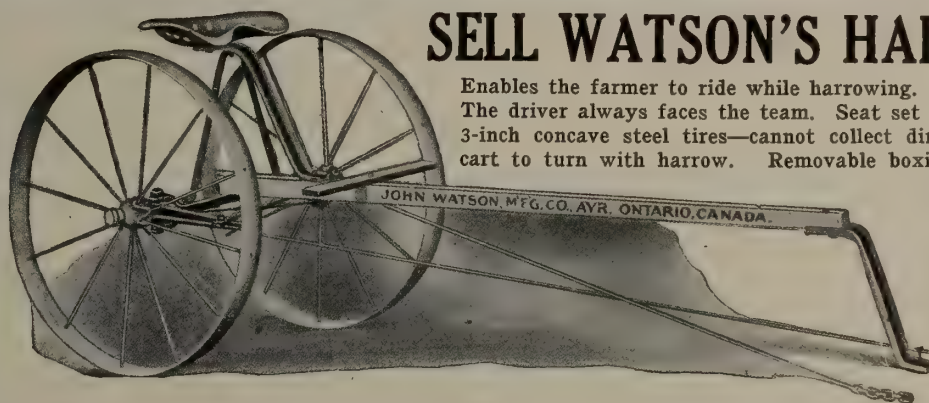
The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.



SELL WATSON'S HARROW CARTS

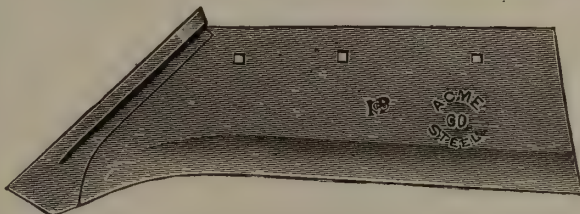
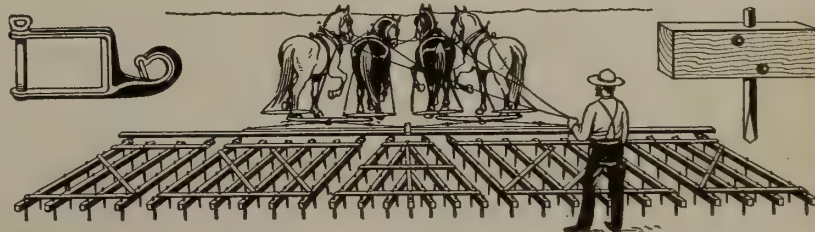
Enables the farmer to ride while harrowing. Light, yet strong and durable. The driver always faces the team. Seat set high, out of dust. Wheels have 3-inch concave steel tires—cannot collect dirt. Swivel axle design allows cart to turn with harrow. Removable boxings in wheels.

WHEEL HEIGHT
34 inches

There's a big demand for our carts in any territory. Write us for full particulars. Order your supply now.

WATSON'S BOSS WOOD HARROWS GET DEALERS THE BUSINESS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes—78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet. We also manufacture Boss Lever Harrows.



STOCK GENUINE MOLINE "ACME" SHARES

Get our prices first. Don't worry about duplicate shares for Moline Plows. ACME soft centre shares give perfect wear and can be sharpened any number of times. They are the original SOFT CENTRE share and place the Moline plow in a class by itself. ASK FOR PRICES.

THE WATSON LINE OF QUALITY GOODS:

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Wood Boss Lever Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
	Harrow and Packer Attachments for Plows	Pump Jacks
	Hand and Power Washing Machines "Viking" Cream Separators	

Ask for Particulars on any Item

John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

P. A. F. Co., Sask. — There are a few concerns who make pressed steel implements seats to order. The Steel Co. of Canada, Montreal, and the Dominion Forge & Stamping Co., Walkerville, Ont., are the most likely. In the United States several firms specialize in the manufacture of standard pressed steel seats. Amongst them are the Avery Stamping Co., Cleveland, Ohio; the South-Bend Chilled Plow Co., South Bend, Ind.; U. S. Pressed Steel Co., Ypsilanti, Mich.; Youngstown Iron & Steel Co., Youngstown, Ohio.

W. A. H., Sask. — Repairs for a Webber fanning mill can be had from the Canadian manufacturers, the Currie Manufacturing Company, Lauder, Man.

C. Co., Man. — The Omega grain crusher is not handled by any concern in Western Canada. For repairs write the manufacturers, C. S. Bell & Co., Hillsboro, Ohio.

J. E. B., Man. — The Monarch seed drill is made by the La Crosse Plow Co., of La Crosse, Wis. Write the factory direct for repair parts.

W. E., Man. — For repairs for Paris plows address the Paris Plow Co. at Paris, Ont., which concern still has some repairs for this line. The plows are no longer being manufactured.

C. E. W., Sask. — We regret that we cannot locate the manufacturing source of a drill with cast top for rubber tube numbered M193. Can any reader identify this drill?

L. McT., Sask. — The Burrige-Cooper Co. have been out of business for several years. What make is the 5 h.p. engine (air-cooled) for which parts are required? If you can give name, it should

be possible to locate the makers. Is it a "Gade" engine?

W. C. B., Sask. — Casting A235 gear, is for a Superior drill made by the American Seeding Machine Co. Hart-Parr of Canada, Winnipeg, are distributors for this line and can supply the part you require.

A. J. R., Sask. — For frog for Paris plow address the Paris Plow Company, Paris, Ont.

J. W. Co., Man. — Repairs for the Thompson plow can be had direct from factory. Address the Thompson Plow & Engine Works, Beloit, Wis.

C. P. Co. — If the "Ideal" engine is American-made, it is the product of either of these concerns: The Hardie Mfg. Company, Hudson, Mich., or the Ideal Gas Engine Co., Independence, Iowa. Both firms manufacture engines called the "Ideal."

R. R. F., Sask. — Repairs for the Iowa cream separator are not handled in the Western provinces. Specify your requirements to nearest branch of the manufacturers—The Associated Manufacturers, Ltd., 212, 3rd Ave. North, Minneapolis, Min.

S. F., Sask. — There are two firms which make a road grader called the "Western"—the Western Wheeled Scraper Co., Aurora, Ill., and the Austin-Western Road Machinery Co., Chicago, Ill. The machine is, we believe, that made by the Illinois concern.

A. C., Alta. — Tractors with oil as the cooling fluid were made by the Advance-Rumely Thresher Co., La Porte, Ind., and the Hart-Parr Co., Charles City, Iowa.

McE. & F., Sask. — Part B719 is the lower half box for bearing for an Economy disc harrow; part B774 upper half bearing box for the same disc. For parts write the John Watson Manfg. Co., Winnipeg, who stock repairs for Moline implements, of which this harrow is one.

L. Bros., Sask. — Following are the names of a few concerns who distribute electric lighting plants: The Canadian Fairbanks-Morse Co., Winnipeg; R. A. Lister & Co. (Canada), Winnipeg; Cushman Motor Works of Canada, Winnipeg; The Breen Motor Co., Winnipeg; Robinson-Alamo, Ltd., Winnipeg; Standard Sales Co., Board of Trade Building, Winnipeg.

S. & Son, Sask. — Ratchet for pipe frame lever harrow, bearing 1070 on

casting is from a harrow made by the Parlin & Orendorff Co. Canton, Ill. To secure repair write to the P. & O. Plow Co., Minneapolis, Minn.

H. B. H., Sask. — The only concern in the West handling repairs for Fuller & Johnson plows is the T. Eaton Co. Any parts required can be had from the Madison Plow Company, Madison, Wis.

G. M., Sask. — Your enquiry is interesting but to cover same in this section is impossible. The Society of Agricultural Engineers claim that the rating of a tractor should be 80 per cent of the horse-power that the tractor is guaranteed to develop continuously for two hours. Designers state that a tractor of good design should give a power of 1000 pounds per bottom at 2 1-3 m.p.h. This, by computing foot-pounds, gives close to 6 h.p. per bottom pulled. In the case of weight in relation to power, the perfection of power transmission and final drive are important. An analysis of 10 different makes of tractors shows a great difference between the quotation of pounds pulled at plowing speed as compared with weight of tractor.

J. M. M., Sask. — Disc harrow boxings, Nos. H130, H176, H177, H218 and H213, from a disc harrow made by the Rock Island Plow Co., Rock Island, Ill.

W. C. R., Alta. — Regret we cannot identify the harrow with clip for holding teeth to the bar, clip number being 934. Does any subscriber know what make of harrow this is? Clips are wedge-shaped and a bolt goes through them. The tighter the nut is drawn the tighter the clips draw on the tooth.

J. H. S., Sask. — There is no grinder called the "Champion" made by the Joliet Plow Co. The only machine of this name ("Champion") is a sweep grinder manufactured by the Deshler Foundry & Machine Works, Deshler, Ohio.

F. T., Alta. — The bracket for a disc plow marked DP 198 is for a Cockshutt steel disc plow. For part write the nearest branch of the company.

O. C., Sask. — Part No. 598 is a shoulder collar on axle for enclosed hub box and 599 is cap for 598 on a Century plow made by the Thompson Plow & Engine Works, Beloit, Wis. Write factory direct.

N. H. Co., Sask. — No. C200 is part of a Hagood disc plow, manufactured by the Hagood Plow Co., Alton, Ill.

J. M. R., Alta. — Parts LC273, LC331 and LC329 are for a Superior disc cultivator made by the Moline Plow Co., Moline, Ill.

S. C. Co., Sask. — DK136 is a bearing spool for a disc harrow made by the

Peru Plow & Wheel Co., Peru, Ind. Write factory direct.

R. F. A., Man. — Sand caps, F297 and F298, are for a cultivator made by the Fuller & Johnson Mfg. Co. Repair parts for same can be had from the Madison Plow Co., Madison, Wis.

W. M. K., Sask. — No. 890 is a casting for coupling on a riding cultivator made by the J. I. Case Plow Works, Racine, Wis. Write factory for part.

National Gas Engine Association Will Meet

The twelfth annual convention of the National Gas Engine Association will open at the Hotel Sherman, Chicago, on June 2nd. Group meetings will be held by manufacturers of the following types of engines: Large stationary engines, oil engines, farm engines, marine engines, tractor engines, farm lighting plants and accessory manufacturers.

Many addresses will be given on how to increase business in the engine line, also reviews on engine design by technical experts.

Saskatchewan Retailers' Convention During May

Arrangements are being made for the annual convention of the Saskatchewan Retail Merchants' Association which is to be held in Regina May 13, 14 and 15. This convention is of national importance from the standpoint of the trade as it will see the first step taken in the movement to provide something in the nature of a merchandising course of lectures for retailers. The implement trade section of the association will have very important matters to discuss at the convention.

Use our Information Department.

LANDS WANTED



FOR... SOLDIER SETTLERS

POWERS have been granted to the Soldier Settlement Board of Canada by Order in Council of the 11th of February, 1919, to purchase land to be re-sold to qualified returned soldiers who desire to make farming their permanent vocation.

To assist soldiers in settling in any suitable district in which they may wish to locate, the Soldier Settlement Board desires to have filed in each of their Provincial Offices a select list of farm lands available for purchase in each district of the Western Provinces, with full description and lowest cash prices of the same. Purchases by the Board will be paid for in cash.

The public are informed that this land is for purchase by returned soldiers, and must be of good agricultural quality, and reasonable price, making possible the success of the soldier as a farmer. It should be within seven miles of a railway, open, free from weeds, water supply assured, and of moderate price. In giving particulars, mention nearest market and school. In comparison with the vast supply of vacant lands, the number of farms immediately required will be very limited. Owners, therefore, will kindly assist the Board by offering for the present only land which fills the above requirements.

No commission will be charged or paid. No offers to sell will be binding on the person offering, unless a sale is effected, and no obligation will be on the Board to accept any offer.

If application from a returned soldier be received for the purchase of land, an inspection and valuation of such land may be made by the Board, as soon as free from snow. If approved, negotiations may be entered into for the purchase and sale thereof. An approved list is desired for each suitable district throughout Canada.

All communications concerning land in the Western Provinces should be addressed to the Provincial Supervisor of the Soldier Settlement Board for the province in which the land offered for sale is situated, a list of whom is given below:—

BRITISH COLUMBIA:
Major M. V. McGuire, Pemberton Bldg., Victoria.

SASKATCHEWAN:
Lieut. S. F. Dunlop, McCallum Hill Bldg., Regina.

ALBERTA:
Major F. W. Fane, Post Office Bldg., Edmonton.

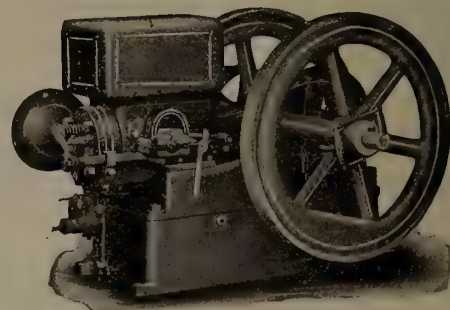
MANITOBA:
Mr. D. W. Campbell, Post Office Bldg., Winnipeg.

SOLDIER SETTLEMENT BOARD, Canada.

JUMBO KEROSENE GASOLINE ENGINES

3, 5 and 7
H.P.

Farmers
Prefer the
Jumbo En-
gine. This
Preference
Means
Profit to
Dealers



3, 5 and 7
H.P.

Get the
Agency
for the
Jumbo.
Ask for
our Sales
Offer, NOW

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in every district.

Low-Priced—Dependable—Quality Construction

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG

REGINA

SASKATOON


CALGARY



War to Peace



Building a NEW Canada

 CANADA'S farmers can look with pride on their share in the nation's war effort.

But there is still important work for every farmer to do. Canada must be brought forward to a peace basis with all speed. Here are ways in which the farmer can help:---

Canada's first need to-day is to create more wealth. The farmer should therefore, in the nation's interests no less than in his own, continue to bend every effort to increase production.

To-day the farmer will quickly secure the help he needs for getting out bigger crops. The Public Employment Offices now being established in cities of 10,000 population, will put him in touch with just the help he needs.

Every farmer can try to give employment to a returned man or perhaps in addition give him practical training and knowledge of farming, so that he will be able to take advantage of the Government's Land Settlement and Loan provisions.

To-day is the time when every farmer can do great public service by creating work—clearing land, building new barns and outhouses, and doing what is necessary for greater production.

The Farmers' Clubs should make a point of giving a royal welcome to every soldier returning to their community.

Farmers' Co-operative Organizations, too, should do their utmost to employ returned soldiers—especially those who have had experience in handling commodities in the Army Service Corps.

A new Canada is being built up—a Canada that must be still bigger in spirit, still more enterprising. This thriving, prosperous Canada can only arise through the vigorous help and intelligent co-operation of every citizen.



The Repatriation Committee

OTTAWA

GRAY BUGGIES

For nearly seventy years a little silver plate has been attached to thousands of vehicles all over Canada bearing the name "GRAY," a name which, in the minds of the Canadian people, stands for honesty, stability and full value in the vehicle business.



Our warehouse stocks are complete for Spring trade and each of our branches in charge of a competent staff, responsible to us, willing and anxious to serve you. Write us for further information.

GRAY-CAMPBELL, LIMITED

MOOSE JAW :: SASK.

Branches:—BRANDON, SASKATOON, CALGARY and EDMONTON

The BULL DOG Smut Cleaner

Extra long carrier for wagon box delivery. False perforated bottom in carrier, economical in use of liquid, rust proof tank.



Every progressive farmer is a Prospect

A Machine that puts the dealer in a more prosperous territory

Good crops make prosperous farmers. The market grade of a crop can be no better than the seed from which it is grown. No other machine means more in dollars and cents to a crop than the "Bull Dog" Smut Cleaner. Here is the quick, sure road to the best results from the seed a farmer sows. No machine will build a bigger permanent business for you, as a dealer, than this—it pays you to make an extra effort to sell them.

GET OUR PROPOSITION AND FULL INFORMATION

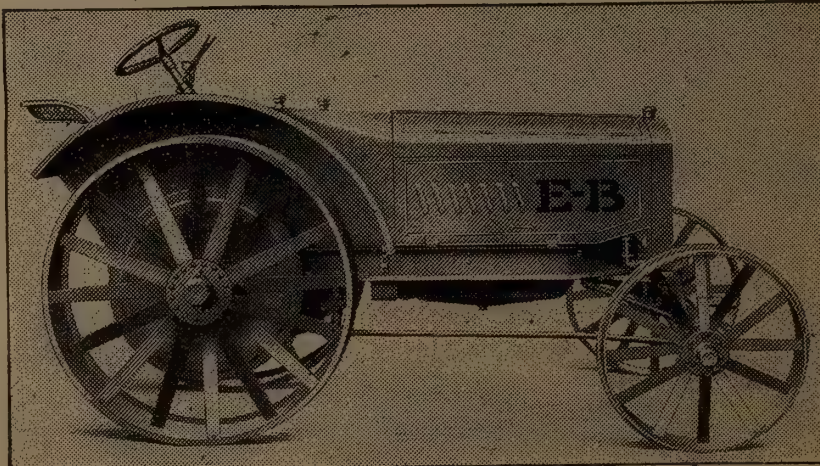
Manufactured By

THE TWIN CITY SEPARATOR CO. LTD.
WINNIPEG :: MAN.

The E-B 12-20 H.P. (S.A.E. RATING) MODEL AA Kerosene Tractor

A tractor lighter and no larger than the average 8-16, but with power equal to a 15-25. Easily handled and controlled. Does the work of 12 good horses. The 12-20 is S.A.E. rating—only 80 per cent of the actual power it develops. Pulls a full 12-20 load and has reserve power for any emergency. Get the Model AA folder.

WRITE FOR PARTICULARS



The E-B 12-20 Serves Well and Stays Sold. Good Territory Open.

Four cyl. motor, $4\frac{3}{4} \times 5$, develops 12-20 S.A.E. rating. Lubrication, pump and splash. Ignition: K.W. high tension. Bennett carburetor. Modine radiator. E-B transmission. Hyatt roller and Bantam ball thrust bearings. Two speeds. Wheelbase, 87 ins. Length 133 ins. Total weight fully equipped, 4,575 lbs.

ASK FOR CONTRACT



Sizes: 24, 32 and 40 inches

"SYLVESTER" DRILLS, Double and Single Disc or Shoe

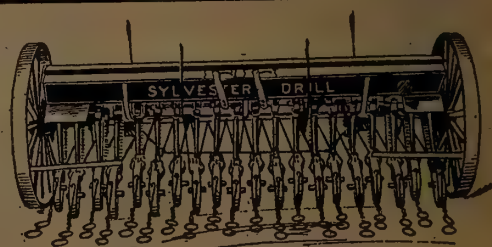
Different from any other Drill. Deliver the grain in FRONT of the axle, and on the downward turn of disc.

Sizes—14, 16, 18, 20 and 22 discs. 14 and 16 sizes geared from one end; 18, 20 and 22 sizes geared from both ends. Equipped with grass seed box when ordered. Double disc drills have rubber tubes; single disc drills steel ribbon tubes. Ask for special booklet and particulars.

"Winner" Separators

Capacities: 30 to 80 bus. per hour. Guaranteed to have double the capacity of any other separator and to do 75 per cent better work on all grains and seed.

Get Literature of our Complete Line



Rear View "Sylvester" 20 Double Disc Drill

TUDHOPE-ANDERSON CO., LIMITED

Winnipeg

Regina

Saskatoon

Calgary

CANADIAN FARM IMPLEMENTS

VOL. XV., No. 5

WINNIPEG, CANADA, MAY, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 Cents

UNION BANK OF CANADA



Head Office: Winnipeg

LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital \$5,000,000.00
Deposits Over \$127,000,000.00
Total Assets (as at Nov. 30th, 1918) Over \$153,000,000.00

THE PIONEER BANK of WESTERN CANADA

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assee. Corp., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

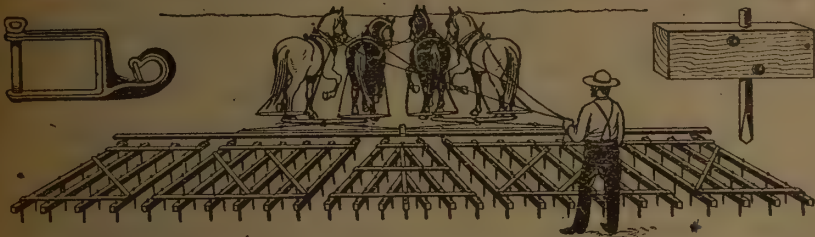
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Sell WATSON'S HARROWS



WATSON'S BOSS WOOD HARROWS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes—78-tooth, 14 feet; 102-tooth, 17 feet; 150-tooth, 24 feet; 174-tooth, 30 feet; 222-tooth, 38 feet.

We also manufacture Boss Lever Harrows, a line—that is in big demand. Write for descriptive literature and prices.

WE CARRY A COMPLETE LINE OF REPAIRS
FOR MOLINE AND JANESVILLE IMPLEMENTS

THE WATSON LINE OF QUALITY GOODS:

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Wood Boss Lever Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
		Pump Jacks
		Harrow and Packer Attachments for Plows
		Hand and Power Washing Machines "Viking" Cream Separators

Ask for Particulars on any Item

THE WATSON
AGENCY AND
WATSON SERVICE
WILL INCREASE
YOUR BUSINESS

John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

FIT ANY WAGON OR
SLEIGH BOX MADE

FOR EASY SELLING DISPLAY THIS SEAT

They are only standardizing wagons now. We standardized a wagon seat years ago. Lloyds seats are in great demand—everywhere. The lightest, strongest, most practical seats made. Take up no box space; low-set; give protection from wind and control over team. Carry 600 lbs. with ease. Order a stock now. They'll sell without your effort. Get your wagons less seats and supply the Lloyds. Ask to-day for our attractive dealers' discount.

MANUFACTURED AND GUARANTEED BY THE
WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.

MR. AGGRESSIVE DEALER!

Have you ever thought what this ad means to you?

It means that the MILLER organization, recognized as one of the "Big 5" in the tire world, are fast establishing agencies in Western Canada, and making lasting friends.

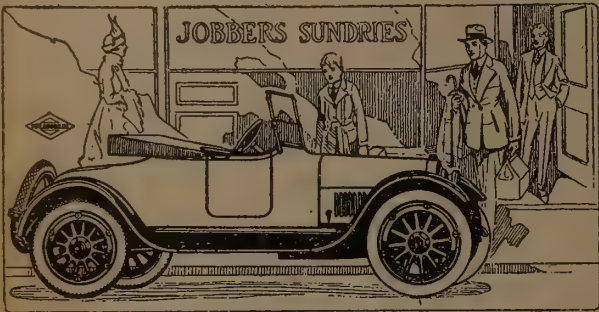
Write us. You will find our policy right. We will be glad to know you.

MILLER TIRE COMPANY, LTD.
154 PRINCESS STREET
WINNIPEG

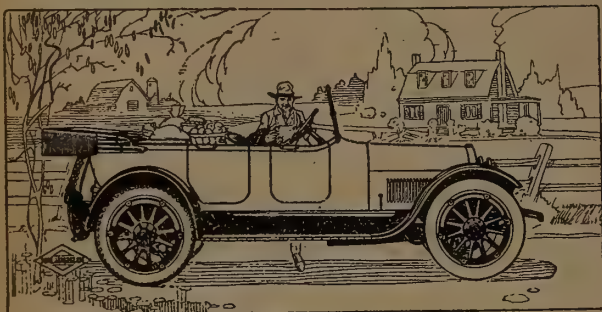


McLAUGHLIN CARS

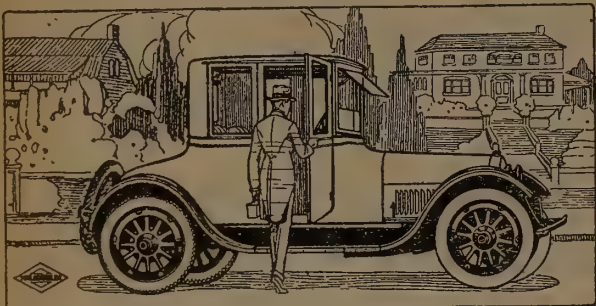
IN NATIONAL SERVICE



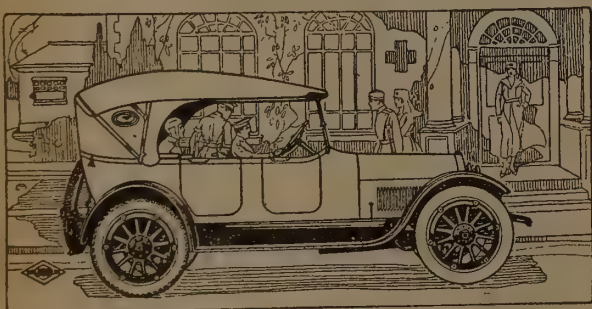
McLAUGHLIN MASTER SIX H-SIX-44 ROADSTER
(The H-Six-44 Special is a replica of this model with Special Appointments)



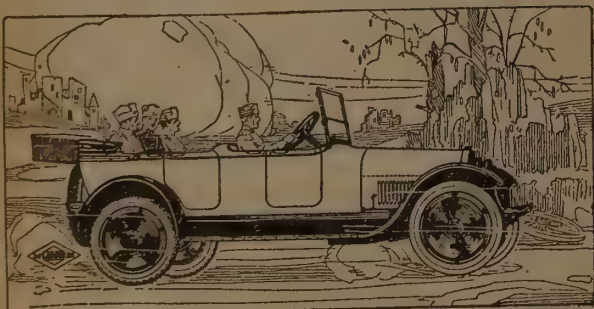
McLAUGHLIN MASTER SIX H-SIX-45 SPECIAL TOURING
(The H-Six-45 Regular and the H-6-45 Extra-Special are mounted on same Chassis as H-Six-45 Special)



McLAUGHLIN MASTER SIX COUPE H-SIX-46



McLAUGHLIN MASTER SIX H-SIX-45 EXTRA-SPECIAL



McLAUGHLIN MASTER SIX H-6-49 TOURING (7 PASSENGER)
(This Model is being used by Siberian Expedition)



THE efficient performance of McLaughlin cars has placed them foremost in the estimation of Canadian motorists.

The new 1919 Series "H" more than uphold this high McLaughlin reputation. The Master Six Series are refined and improved in detail, making them more beautiful than ever.

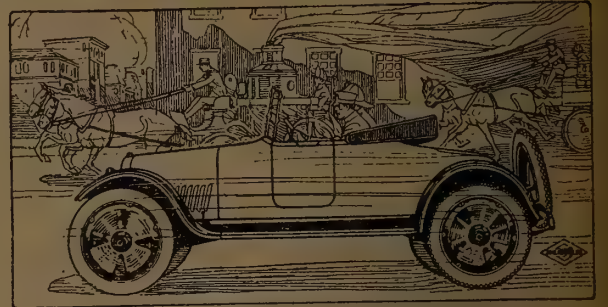
Graceful in design and exquisite in finish and appointment, these models represent the best work of master builders and master artists.

The Light Six Series maintains an established record for economy in gasoline consumption and tire mileage. No detail of material and workmanship has been stinted in production. For efficiency and economy in motoring cost the new Light Six Series stands without a peer in Canadian built cars.

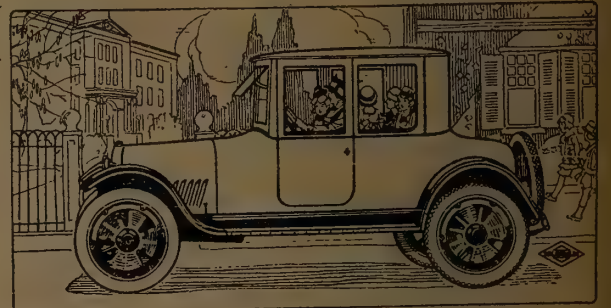
The McLaughlin Series "H" for 1919 will appeal to motorists intending to purchase a new car this year. Call at the nearest McLaughlin show rooms.

See the
McLaughlin
Models

at the
nearest
McLaughlin
Show Rooms



McLAUGHLIN LIGHT SIX ROADSTER H-6-62



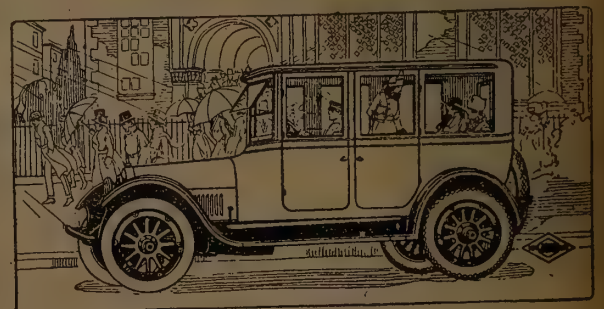
McLAUGHLIN LIGHT SIX COUPE H-SIX-62



McLAUGHLIN LIGHT SIX TOURING H-SIX-63



McLAUGHLIN LIGHT SIX SEDAN H-SIX-63



McLAUGHLIN MASTER SIX SEDAN H-SIX-50 (7 PASSENGER)

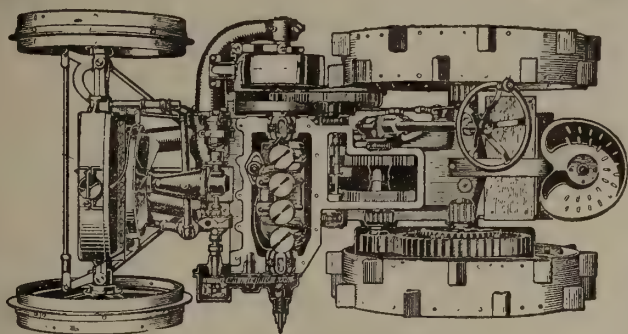
BRANCHES AT
ST. JOHN, N. B. TORONTO, ONT.
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BELLEVILLE, ONT. LONDON, ONT.

DEALERS EVERYWHERE

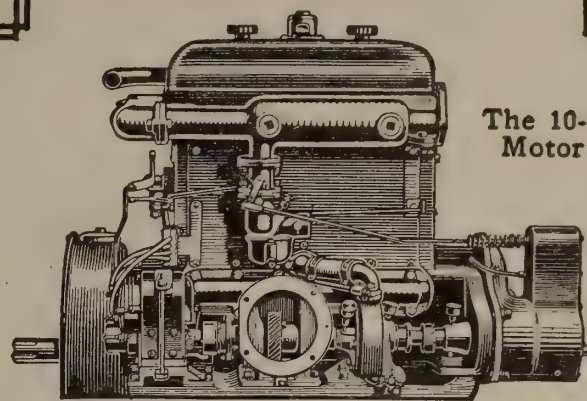
The McLaughlin Motor Car Co. Limited
OSHAWA, ONTARIO

BRANCHES AT
VANCOUVER, B. C. SASKATOON, SASK.
EDMONTON, ALTA. REGINA, SASK.
CALGARY, ALTA. WINNIPEG, MAN.

DEALERS EVERYWHERE



The Chassis of the 10-18



The 10-18 Motor



A Year-'Round Tractor of Ideal Size

The CASE 10-18

THE adaptability of the Case 10-18 for many kinds of work, has made it one of the dominating sellers in the whole tractor field. Hardly a week passes that the up-and-doing farmer does not find some profitable use to put it to. Winter and summer it is a tireless worker.

Both for field-work and for use with all belt-driven machinery it gives the maximum service. Countless odd jobs, such as road-building and grading, hauling, threshing, silo filling, baling, etc. are performed with complete satisfaction.

The Case 10-18 has a four-cylinder valve-in-head Case motor set crosswise on a one-piece main frame. This construction provides unusual strength, complete enclosure of all working parts, permanent alignment of all gears, shafts and bearings, and a considerable saving in power.

The Case Patented Air-Washer prevents dust and grit entering the cylinders, by drawing air through both screens and water. A Case-Sylphon Thermostat controls the cooling system and insures complete combustion of kerosene by maintaining uniform motor temperature.

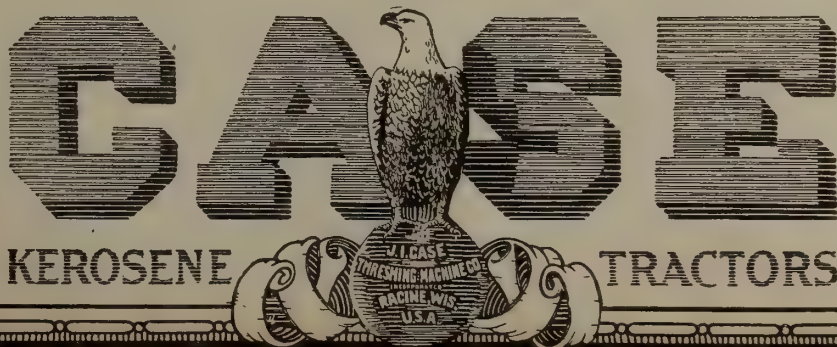
There are dozens of features about the Case 10-18 of convincing sales-value. Its performance in Official Tests have given it an enviable reputation. For many years farmers have preferred Case Machinery on account of its dependability and high quality.

We will gladly send complete details of construction to dealers and users, also information about the comprehensive line of Case Power-Farming machinery. Write for a complete catalog, and study the possibilities Case holds for you.

J. I. Case Threshing Machine Co., Inc., 1873 Erie Street, Racine, Wis., U.S.A.

Founded 1842

905



Over 300,000 Tractors to be Sold This Year

(Estimate by Implement and Tractor Publications)

There is tractor business all around you. And it's profitable business—mighty profitable—each sale represents as much profit as half-a-dozen or more sales of smaller farm machines or implements.

Now Is Your Opportunity

Get into the tractor business right. Get in now. There is nothing to be gained by waiting. You are not too late to get a slice of this year's tractor business, and if you hold off someone else will get ahead of you and pick the plums.

The Cleveland Tractor Offers the Most to Distributors and Dealers

The Cleveland Tractor has only been in the field two years but it has proved itself and gone ahead faster than any other tractor. Every day it is demonstrating that it will do work that most tractors can't touch, and can be put to a greater variety of uses both on the farm and for road making, log hauling and other industrial work.

It covers the ground 40 to 50 per cent faster than most other tractors. At state fairs, plowing contests, etc., you will see the crowd around the Cleveland every time. The tractor that delivers the goods is the Tractor for you to sell—and the Cleveland delivers the goods.

Real Sales Help and Service for the Men Who Sell Clevelands

No matter how good a tractor is, its merits must be brought to the buyers' attention—it must be advertised, it must be demonstrated, it must be sold.

The Cleveland is being advertised in a big way in the farm papers. Demonstrations are being made wherever and whenever opportunity offers—we court competitive trials because comparisons are favorable to the Cleveland. Dealers are backed up by strong local advertising, and expert sales assistance is given when needed or desired.

Back of the Cleveland organization is a group of business men who are big factors in the industrial world, men who put things across in a big way, solid, substantial men who are building up a solid, substantial tractor business, men with whom you can take pride in being associated, men who will make money for you.

If you are interested ask us to tell you about the Cleveland Tractor Sales Plan.

The Cleveland Tractor Co.

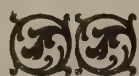
OF CANADA, LIMITED

Windsor - - - - - Ontario

Largest Producers of Tank-Type Tractors in the World



We can point to hundreds of dealers making big money selling Clevelands

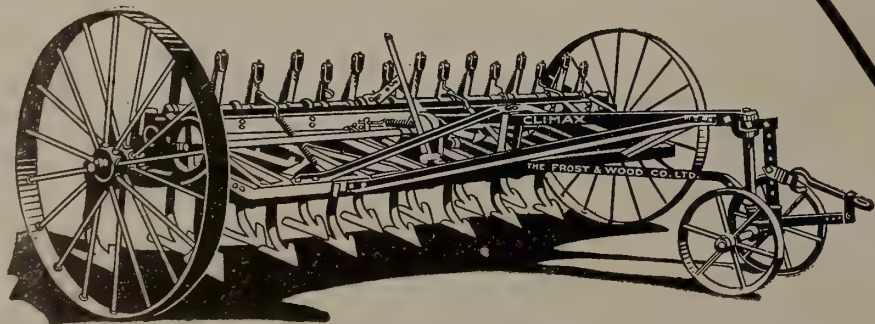


Power Cultivating

Here is a splendid, rugged and efficient outgrowth of our famous Climax Cultivator. The toughest work and the hardest strains won't twist or warp this Implement—its design and immense strength mean years of splendid cultivating service.

The frame and cross bars are of heavy angle steel, amply trussed. Each leg to which the points are fitted has its relief spring to prevent breakage when meeting solid obstructions. Points on front row are $9\frac{1}{2}$ inches wide—on back row $11\frac{1}{2}$ inches wide. That gives a splendid overlap—so all weeds are sure to be cut. Extra clearance between the standards enables it to cultivate long stubble with ease.

CLIMAX Power Lift Cultivator



COCKSHUTT PLOW COMPANY LIMITED

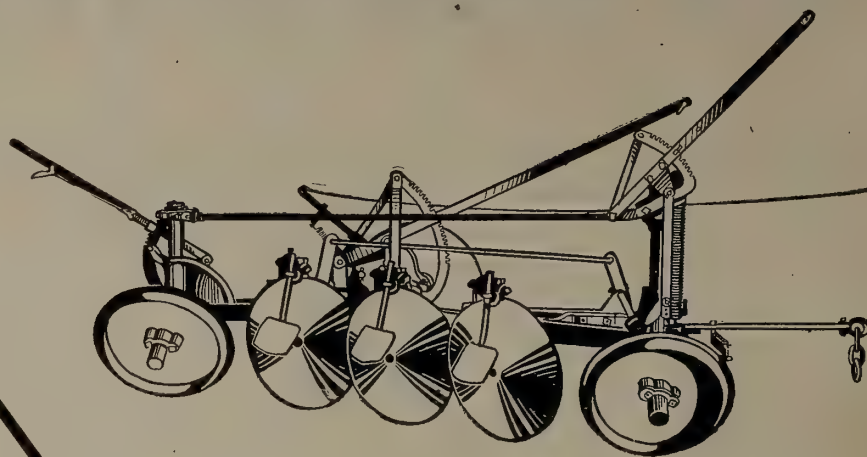
WINNIPEG

REGINA

CALGARY

SASKATOON

EDMONTON



COCKSHUTT Power Lift Disc Plow

A recent Cockshutt addition which is proving very popular. Its design is a wonderful combination of strength, efficiency and light draft. Fine ball and gudgeon bearings make discs turn exceptionally easily and adjustable scrapers keep them clean.

The Discs are raised or lowered from the ground by simply pulling on the cord from the plow to the tractor operator's seat. Lifting gear is fully enclosed, oil-tight and dirt-proof. Wide adjustments possible on draw bars and clevises. Built in separate 2-furrow Model, and also in a 3 or 4-furrow size which can be turned into a 3 or a 4-furrow plow by making a few simple adjustments.

Here is another sure Cockshutt seller. Built from knowledge of actual field requirements and conditions—like all

Cockshutt
Implements

COCKSHUTT GOODS

Get in touch at once
with our nearest
Branch.



CANADIAN FARM IMPLEMENTS

Vol. XV., No. 5

WINNIPEG, CANADA, MAY, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00)
Per Copy, 10c

Analyzing Tractor Types and Tractor Power Demands

By **FINLEY P. MOUNT**, President of the
Advance-Rumely Thresher Co.

During the National Tractor Show at Kansas City the American Society of Automotive Engineers held a banquet at which Mr. Mount gave an address. As a review of the problems in tractor design which confront the industry, and the conclusions found by tractor builders, Mr. Mount's address, given in part, is of interest to every man connected with the sale of tractors. He said:

The work of a tractor has become synonymous with farm work and since the farm tractor is to be bought and used by the farmer in the operation of his farm, our first study should be just what this farm work is. We must, therefore, take a look over the entire farm for the whole period of the year, analyze and classify the work on the farm capable of being done by mechanical power. We must also broaden our views geographically so as to cover the whole field of farming and include not only the one-purpose farm as found in the great small grain areas of the West, but the general-purpose farm with a diversity of crops and a consequent diversity of work.

Three Classes of Work

To my mind, farm work divides itself, from the standpoint of a farm tractor, into three classes:

(1) Heavy duty work—breaking ground, preparing the seed bed, drawing heavy loads, operating haying and harvesting machinery in large or multiple units, pulling a grain separator and the like:

(2) Light duty work—cultivating row crops, operating haying tools and harvesting machinery in single units; doing all the light jobs on the farm ordinarily performed by one to three horses.

(3) Transportation over improved roads between the farm and the market of supplies to and products from the farm.

In my judgment, an all-purpose farm tractor, one to effectually do all the work on the farm, is fundamentally impossible. It may be admitted in the outset that all of these jobs may be "shot at" by one type of tractor, but in my

judgment they never will be done by one type of tractor, because they can never be economically done by a single type, and the motorized farm will become a reality only when tractor engineers and tractor manufacturers realize that it is not only worth while, but an economical necessity, to provide a farmer with a power unit for each of these, or similar, classifications of work.

Excess Power Necessary

Breaking ground and belt operations are the heaviest parts of farm work. To perform this work successfully and economically, one must have a tractor with such excess power in its motor that it will readily and without strain meet the highest peaks of requirement put on it in the way of heavy gumbo soils, hard, dry, packed soil conditions, and the varying grades on which the machine may be required to operate. The machine must also be built to operate, with perfect ease, all the belt-driven machinery which any farmer may have occasion to use.

Tractor engineers and designers should always bear in mind that there is no such thing as the determination of a constant factor of load put on a tractor in breaking ground. The strains and added loads in plowing come suddenly, intermittently, and everlastingly, and are superimposed on the ordinary load, due to the draft of the plows pulled on level ground in ordinary soil at ordinary depths. It is the difference between a steady pull and a succession of jerks or blows, and whoever believes the automobile type of motor or tractor can stand up under this kind of work should give himself the benefit of the simple experiment of hitching an automobile to one end of a fifty-foot cable and a telephone pole to the other, then start the machine at normal speed and take up the slack, and do this not once, but repeatedly during every day for

the average number of plowing days a farm tractor is supposed to run. Finally the whole machine must be heavy enough to give required traction. Lugs or grouters alone won't do it. Lightness is not the sole desideratum. When a motor will spin the well-grouted wheels of the tractor on which it is mounted, that tractor is as light as it ought to be.

Economical Operation Essential

Continuing, the speaker stated that durability and economy of operation were demanded by the purchaser. In relation to the experience of his company, there were certain fundamentals which they believed essential in tractor design. These are, slow speed, heavy duty type of motors, two cylinders preferred with fuel combination of oil, air and water so automatically controlled as to instantly meet each new condition of load, a spur gear transmission mounted on a tractor frame, and wheels strong enough and rugged enough to take all the strains put upon it by its motor without undue wear or breakage.

Tractors can be made which produce as much power on a gallon of kerosene as on a gallon of gasoline. Such tractors have been made, and have been doing this for years, and since the cost of kerosene is ordinarily not over one-half the cost of gasoline, it is obvious that kerosene is the logical fuel for a farm tractor. A fuel cost per acre plowed of 45 cents is no uncommon performance.

It was admitted by the speaker that the slow speed, heavy type of engine costs more to manufacture than the multiple cylinder, high speed motor of equal horsepower. If, said he, tractor engineers, therefore, can design and build a farm tractor motor for heavy duty work along the lines of automobile type of construction and design, which will, in fact, stand up, take the rough and tumble knocks and fights, which it will be subject to, under all con-

ditions of soil, seasons and service, and show actual length of life under these conditions and reasonable fuel economy, they will be conferring a real benefit on the industry as a whole.

In the second class of farm work we have such jobs as pulling a planter, row crop cultivator or single units of haying or harvesting tools. This requires less strength and weight in the tractor, but the machine should have high clearance, especially in the corn areas. Here, because of the small amount of power required, fuel economy itself is of less consequence. Undoubtedly a lighter and higher speed motor can be economically used on this type of machine. Because of the speeds which may be required of this tractor, and its general lightness in weight, spring mounting would not be out of order.

The Tractor Unsuitable for Road Work

The third and last job on the farm for mechanical power is transportation over roads. Here many new factors arise, and the economy due to speed alone becomes more important than in either of the other types. Moreover, the character of the roads over which the transportation must be had is perhaps the greatest determining factor of all. The tractor which operates on the farm in doing the plowing and cultivating jobs must be geared at too low a speed to afford economy as a transportation medium. If you add a high speed gear to your farm tractor to economize time in transportation it will tend to shorten the life of the machine.

If the attempt be made to make up for the lack of speed by the amount of load hauled, this will involve such cleat or grouser equipment on the wheels of the tractor as to be destructive to good roads, and will prevent the general use of farm tractors on good roads for such purposes. I do not believe the heavy duty plowing tractor or the light duty cultivating tractor can ever take the place of a light load truck for road transportation for the farmer.

Specifications of Tractors Made in Canada and the United States

Section I. Tractors Manufactured in Canada

Note—In fuel data Gasoline is shown as G, Kerosene as K, and Distillate as D. Traction Types—4W signifies 4-wheel; C, crawler type; 2C, double crawler; 2W-2C, combination of wheels and crawlers.

Trade Name of Tractor	Name and Address of Manufacturer	Rated Horse-power	Plowing Capacity No. of Bottoms	No. of Cylinders	Bore and Stroke	Normal R.P.M.	Make of Carburetor	Make of Magneto	Fuel Gas.—G Kero.—K Dist.—D	Type of Traction	Weight Pounds
Beaver	Goold, Shapley & Muir Co., Brantford, Ont.	D-B-Belt 12-24	3	4	4½ x 6¾	850	Kingston	Dixie	G K D	4W	5,800
Gilson	Gilson Mfg. Co., Ltd., Guelph, Ont.	11-20	2	4	3¾ x 5¼	1000	Kingston	Dixie	G	4W	3,250
Gilson	Gilson Mfg. Co., Ltd., Guelph, Ont.	15-30	3-4	4	4¾ x 6	750	Holley	Dixie	G K	4W	5,500
Hamilton	Hamilton Gear & Machine Co., Toronto, Ont.	12-22	3	4	4 x 6	700	Kingston	K-W	K	4W	5,400
Imperial	Robt. Bell E. & T. Co., Seaforth, Ont.	15-30	3-4	4	5 x 6½	700	Stromberg	Dixie	K	4W	5,000
Lightfoot	Monarch Tractors, Ltd., Brantford, Ont.	6-10	1-2	4	4 x 4	900	Kingston	K-W	G K D	C	3,000
Macdonald	Macdonald Thresher Co., Stratford, Ont.	12-24	3-4	4	4¾ x 6	750	Linga	Dixie	G K	4W	6,000
Massey-Harris	Massey-Harris Co., Toronto, Ont.	12-24	3	4	4¾ x 5½	900	Kingston	Kingston	G K	4W	5,200
Moline	Willys-Overland, Ltd., Toronto, Ont.	9-18	2	4	3½ x 5	1200	Holley	Remy	G	2W	3,380
Neverslip	Monarch Tractors, Ltd., Brantford, Ont.	12-20	2-3	4	4 x 6	800	Kingston	K-W	G K D	2C	6,300
Neverslip	Monarch Tractors, Ltd., Brantford, Ont.	18-30	3-4	4	4¾ x 6	800	Kingston	K-W	G K D	2C	7,400
Plow Man	Northern Implement Co., Winnipeg	13-30	2-3	4	4¼ x 5½	900	Bennett	Dixie	K	4W	4,400
Plow Man	Northern Implement Co., Winnipeg	15-30	4	4	4½ x 6	900	Bennett	Dixie	K	4W	4,800
Sawyer-Massey	Sawyer-Massey Co., Hamilton, Ont.	11-22	2-3	4	4 x 6	880	Kingston	K-W	G K	4W	5,400
Sawyer-Massey	Sawyer-Massey Co., Hamilton, Ont.	17-34	3-4	4	5½ x 7½	680	Bennett	K-W	G K	4W	11,300
Sawyer-Massey	Sawyer-Massey Co., Hamilton, Ont.	20-40	5	4	5¾ x 7	680	Kingston	Kingston	G K	4W	11,800
Sawyer-Massey	Sawyer-Massey Co., Hamilton, Ont.	27-50	6-8	4	6¼ x 8	600	Bennett	K-W	G K	4W	17,800
Stinson	Martin & Phillips, Medicine Hat	18-36	3-4	4	4¾ x 6	1000	Kingston	Dixie	G K	3W	6,300

Section II. Tractors Manufactured in the United States

Tractors marked with an asterisk (*) are sold in Canada.

Trade Name of Tractor	Name and Address of Manufacturer	Rated Horse-power	Plowing Capacity No. of Bottoms	No. of Cylinders	Bore and Stroke	Normal R.P.M.	Make of Carburetor	Make of Magneto	Fuel Gas.—G Kero.—K Dist.—D	Type of Traction	Weight Pounds
Acme (Wheel)	Acme Harvesting Mach. Co., Peoria, Ill.	12-24	3	4	4½ x 6	850	Kingston	K-W	G K	4W	6,000
Acme Crawler	Acme Harvesting Mach. Co., Peoria, Ill.	12-24	3	4	4½ x 6	850	Kingston	K-W	G K	2W 2C	6,800
*Allis-Chalmers	Allis-Chalmers Mfg. Co., Milwaukee, Wis.	10-18	2-3	2	5¼ x 7	720	Bennett	Kingston	G K	3W	5,000
*Allis-Chalmers	Allis-Chalmers Mfg. Co., Milwaukee, Wis.	15-30	3-4	4	4¾ x 6½	830	Kingston	K-W	G K	4W	5,300
*Allwork	Electric Wheel Co., Quincy, Ill.	14-28	3	4	5 x 6	750	Kingston	Kingston	K-D	4W	5,000
American	American E. & T. Co., Charles City, Ia.	15-30	3-4	4	4¾ x 6	900	Holley	Bosch	G	2W	5,200
American Junior	American Implement Co., Cleveland, O.	10-20	2	2	3 x 5½				G K		1,500
American	American Implement Co., Cleveland, O.	15-30		4	3¾ x 5½				G K		2,500
*Appleton	Appleton Mfg. Co., Batavia, Ill.	12-20	2-3	4	4¼ x 5½	1050	Schebler	Bosch	G	4W	4,900
*Aultman & Taylor	Aultman & Taylor Mach. Co., Mansfield, Ohio	15-30	3-4	4	4¾ x 6¾	900	Kingston	Eisemann	K G	4W	7,800
*Aultman & Taylor	Aultman & Taylor Mach. Co., Mansfield, Ohio	22-45	4-6	4	5½ x 8	600	Kingston	Bosch	K G	4W	12,500
*Aultman & Taylor	Aultman & Taylor Mach. Co., Mansfield, Ohio	30-60	8-12	4	7 x 9	500	Kingston	Bosch	K G	4W	23,000
Austin	F. C. Austin Co., Inc., Chicago, Ill.	12-20	2-3	4	4 x 5	1000	Special	Bosch	G K	C	3,400
Austin	F. C. Austin Co., Inc., Chicago, Ill.	15-30	3	4	4¼ x 6	800	Schebler	K-W	G K	C	4,500
Austin	F. C. Austin Co., Inc., Chicago, Ill.	20-40	4	4	5½ x 7	700	Bennett	K-W	G K	C	10,250
Automotive	Automotive Corp., Fort Wayne, Ind.	12-24	2	4	3¾ x 5½	900	Kingston	Eisemann	G K	4W	2,800
Auto Plow	Hackney Mfg Co., St. Paul, Minn.	15-30	3	4	5 x 6½	750	Kingston	Dixie	G K D	4W	7,500
*Avery (Model B)	Avery Company, Peoria, Ill.	5-10	2	4	3 x 4	1000	Kingston	K-W	G K	4W	2,150
*Avery	Avery Company, Peoria, Ill.	8-16	2-3	2	5½ x 6	600	Kingston	K-W	K D	4W	4,900
*Avery	Avery Company, Peoria, Ill.	12-25	3-4	2	6½ x 7	650	Kingston	K-W	K D	4W	7,500
*Avery	Avery Company, Peoria, Ill.	18-28	3-4	4	4½ x 7	700	Kingston	K-W	K D	4W	6,800
*Avery	Avery Company, Peoria, Ill.	18-36	4-5	4	5½ x 6	650	Kingston	K-W	K D	4W	9,250
*Avery	Avery Company, Peoria, Ill.	25-50	5-6	4	6½ x 7	500	Kingston	K-W	K D	4W	12,500
*Avery	Avery Company, Peoria, Ill.	40-80	8-10	4	7¾ x 8	500	Kingston	K-W	K D	4W	22,000
*Avery Motor Cult.	Avery Company, Peoria, Ill.	5-10		4	3 x 4	1200	Kingston	K-W	G K	4W	3,050
Ball Tread	Yuba Mfg. Co., Marysville, Cal.	12-20	4	4	4½ x 6¾	700	Ensign	Bosch	D	1W-2C	6,750
Ball Tread	Yuba Mfg. Co., Marysville, Cal.	20-35	5	4	5¼ x 7	700	Stromberg	Bosch	D	1W-2C	10,250
Ball Tread	Yuba Mfg. Co., Marysville, Cal.	40-70	10	4	6½ x 8½	600	Stromberg	Bosch	D	C	20,000
Bates All Steel	Bates Tractor Co., Lansing, Mich.	15-25	2-3	4	4½ x 5½	800	Own	Dixie	K	W	3,500
*Bates Steel Mule "D"	Joliet Oil Tractor Co., Joliet, Ill.	12-20	3-4	4	4 x 6	900	Bennett	Eisemann	K D	2W-2C	4,300
*Bean Track Pull	Bean Spray Pump Co., San Jose, Cal.	6-10	2	4	3½ x 4½	1250	Mayer	Bosch	D	2W-1C	3,200
*Beeman	Beeman Garden Tractor Co., Minneapolis	1¼-4		1	3½ x 4½	600	Kingston	Heinze	G	2W	580
Belt-Rail	Belt-Rail Tractor Co., St. Paul, Minn.	12-20	2-3	4	4¼ x 5½	900	Kingston	Dixie	G K D	2W-1C	4,500
Bethlehem	Bethlehem Motors Co., Allentown, Pa.	18-36	4	4	4¾ x 6	900	Kingston	Bosch	K	4W	6,200
Big Boss	Russell & Co., The, Massillon, Ohio	20-40	4-5	4	5½ x 7	825	Kingston	Dixie	K	4W	7,600
Big Bull	Bull Tractor Co., Minneapolis	12-24	2-3	2	5½ x 7	750	Kingston	K-W	G K D	3W	4,870
Boring	Boring Tractor Corp., Rockford, Ill.	18-35	2	4	4¼ x 5¾	1000	Kingston	Kingston	G K D	3W	3,400
Brillion	Brillion Iron Works, Rockford, Wis.	12-22	3	4	3¾ x 5	900	Holley	Dixie	K G	4W	4,900
*Case	Case, J. I., Thresh. Mach. Co., Racine, Wis.	10-18	2	4	3¾ x 5	1050	Kingston	Kingston	K	4W	3,400
*Case	Case, J. I., Thresh. Mach. Co., Racine, Wis.	10-20	3	4	4¼ x 6	900	Kingston	Kingston	K	3W	5,050
*Case	Case, J. I., Thresh. Mach. Co., Racine, Wis.	15-27	4	4	4½ x 6	900	Kingston	Kingston	K	4W	5,600
*Case	Case, J. I., Thresh. Mach. Co., Racine, Wis.	20-40	5-6	2	8¾ x 9	475	Kingston	K-W	K	4W	14,000
*Case	Case, J. I., Thresh. Mach. Co., Racine, Wis.	30-60	6-8	2	10 x 12	365	Kingston	Sumter	K	4W	25,800
*Caterpillar	Holt Manufacturing Co., Peoria, Ill.	25-45	6	4	6 x 7	600	Kingston	K-W	G	C	13,900
*Caterpillar	Holt Manufacturing Co., Peoria, Ill.	40-75	10	4	7½ x 8	550	Kingston	K-W	G	C	23,600
*Caterpillar	Holt Manufacturing Co., Peoria, Ill.	70-120	14	6	7½ x 8	550	Kingston	K-W	G	C	24,800
*Cleveland	Cleveland Tractor Co., Cleveland, O.	12-20	2	4	3¾ x 5½	1250	Kingston	Teagle	G K D	C	3,150

Specifications of Tractors Made in Canada and the United States

Section II. Tractors Manufactured in the United States—Continued

Tractors marked with an asterisk (*) are sold in Canada

Trade Name of Tractor	Name and Address of Manufacturer	Rated Horse-power	Plowing Capacity No. of Bottoms	No. of Cylinders	Bore and Stroke	Normal R.P.M.	Make of Carburetor	Make of Magneto	Fuel Gas.—G Kero.—K Dist.—D	Type of Traction	Weight Pounds
C.O.D.	C.O.D. Tractor Co. Minneapolis	13-25	3	2	6 1/2 x 7	550	Kingston	K-W	K	4W	6,500
Coleman	Coleman Tractor Corp. Kansas City	16-30	3	4	5 x 6 1/2	750	Stromberg	Dixie	G	4W	4,600
Common Sense	Common Sense Gas Tr. Co. Minneapolis	15 x 25	4	4	4 x 4 1/2	960	Kingston	K-W	G	3W	6,000
Common Sense	Common Sense Gas Tr. Co. Minneapolis	20-40	4-6	8	3 1/4 x 5	1100	Kingston	K-W	G	3W	6,000
Corn Tractor	Hackney Mfg. Co. St. Paul, Minn.	12-20	2	4	3 3/4 x 5	1000	Kingston	Dixie	G K D	4W	2,800
Craig	Craig Tractor Co. Cleveland, O.	15-25	3-4	4	4 1/2 x 6	950		Berling	K	4W	4,500
Creeping Grip	Bullock Tractor Co. Chicago, Ill.	15-25	3-4	4	4 3/4 x 6 3/4	950	Bennett	Dixie	G K D	2C	7,200
Culti-tractor	United Tractor Co. New York	8-12	1-2	4	3 1/4 x 4 1/2	1000	Kingston	Simms	G K D	4W	2,350
Dakota No. 2	Pope Mfg. Co. Watertown, S. D.	18-30	4	4	4 3/4 x 6	800			G		5,000
Dart "Blue J"	Dart Trk. & Trac. Co. Waterloo, Iowa	15-30	3	4	4 1/4 x 5 1/2	1000	Zenith	Dixie	G	4W	4,500
Eagle	Eagle Manufacturing Co. Appleton, Wis.	12-22	3	2	7 x 8	425	Linga	Dixie	K	4W	5,850
Eagle	Eagle Manufacturing Co. Appleton, Wis.	16-30	4	2	8 x 8	425	Linga	Dixie	K	4W	7,100
*E-B 9-16	Emerson-Brantingham Co. Rockford, Ill.	9-16	2	4	4 1/8 x 4 1/2	800	Bennett	K-W	G	4W	4,260
*E-B 12-20	Emerson-Brantingham Co. Rockford, Ill.	12-20	3	4	4 1/4 x 5	850	Bennett	K-W	K	4W	6,500
*E-B 20-35	Emerson-Brantingham Co. Rockford, Ill.	20-35	5	4	5 x 7	700	Bennett	K-W	K	4W	9,700
*E-B (Reeves)											
40-65	Emerson-Brantingham Co. Rockford, Ill.	40-65	8-10	4	7 1/4 x 9	500	Bennett	K-W	K	4W	23,000
*E-B 12-20											
Model AA	Emerson-Brantingham Co. Rockford, Ill.	12-20	3-4	4	4 3/4 x 5	900	Bennett	K-W	K	4W	4,355
Elgin	Elgin Tractor Corp. Piqua, O.	10-20	2-3	4	4 x 6	900	Kingston	Dixie	G K D	4W	3,300
Fair-mor	Fairbanks-Morse Co. Chicago, Ill.	10-20	2	2	6 x 7	600	Own	Dixie	K D	4W	3,750
Farm Horse	Farm Horse Tr. Works. Hartford, S. D.	16-30	3-4	4	5 x 6 1/2	800	Kingston	Dixie	K	4W	4,960
Farquhar	Farquhar, A. B., Co., Ltd. York, Pa.	15-25	3-4	4	4 1/2 x 6	900	Kingston	K-W	K	3W	6,000
Farquhar	Farquhar, A. B., Co., Ltd. York, Pa.	18-35	4-5	4	6 x 8	550	Kingston	K-W	K	4W	16,000
Farquhar	Farquhar, A. B., Co., Ltd. York, Pa.	25-50	6-7	4	7 x 8	550	Kingston	K-W	K	4W	19,000
Fitch Four Drive	Four Drive Tractor Co. Big Rapids, Mich.	15-26	3	4	4 1/2 x 6	1000	Kingston	Dixie	G K	4W	6,000
Flour City	Kinnard Sons Co. Minneapolis	14-24	3	4	5 x 5	800	Schebler	K-W	K	4W	8,000
Flour City	Kinnard Sons Co. Minneapolis	20-35	5-6	4	5 1/4 x 6	700	Schebler	K-W	K	4W	9,500
Flour City	Kinnard Sons Co. Minneapolis	30-50	6-8	4	6 1/4 x 7	600	Schebler	K-W	K	4W	13,500
Flour City	Kinnard Sons Co. Minneapolis	40-70	8-10	4	7 1/2 x 9	500	Schebler	K-W	K	4W	21,000
Four-in-One	Kardell Trac. & Trk. Co. St. Louis, Mo.	20-35	3	4	4 1/2 x 5 3/4	1200	Bennett	Dixie	G K	3W	5,100
Frick	Frick Co. Inc. Waynesboro, Pa.	12-25	3	4	4 x 6	900	Kingston	Kingston	K	4W	5,800
Fulton	Fulton Tractor Co. Anderson, Ind.	10-20	2	4	3 1/2 x 5 1/4	1100	Kingston	Kingston	G K	3W	2,500
*General Purpose	Allis-Chalmers Mfg. Co. Milwaukee, Wis.	6-12	1	4	3 1/8 x 4 1/2	800	Kingston	Eisemann	G	2W	1,850
Giant	Russell & Co., The. Massillon, Ohio	30-60	8-10	4	8 x 10	525	Kingston	Bosch	K	4W	24,000
*G.M.C. Samson	General Motors Co. Janesville, Wis.	15-30	4	4	4 3/4 x 6 3/4	1200	Marvel	Remy	G D	4W	5,800
Grain Belt	Grain Belt Tractor Co. Fargo, N. D.	15-35	3-4	4	4 3/4 x 6 3/4	900	Bennett	K-W	G-K	4W	5,700
*Gray	Gray Tractor Co. Minneapolis	18-36	4	4	4 3/4 x 6 3/4	850	Bennett	Bosch	G K	3W	6,200
*Happy Farmer											
Model "F"	La Crosse Tractor Co. La Crosse, Wis.	12-24	3	2	6 x 7	750	Kingston	Atwater-Kent	K	3W	3,800
*Happy Farmer											
Model "G"	La Crosse Tractor Co. La Crosse, Wis.	12-24	3	2	6 x 7	750	Kingston	Atwater-Kent	K	4W	3,800
*Heider, Model D	Rock Island Plow Co. Rock Island, Ill.	9-16	2	4	4 1/4 x 5 3/4	800	Kingston	Dixie	G K	4W	4,000
*Heider, Model C	Rock Island Plow Co. Rock Island, Ill.	12-20	3	4	4 1/2 x 6 3/4	750	Kingston	Dixie	G K	4W	6,000
Heinze, 4-Drive	Traction Engine Co. Boyne City, Mich.	30-40	3-4	4	4 1/2 x 6	1200			G K		4,000
Hollis	Hollis Tractor Co. Pittsburg, Pa.	15-25	3-4	4	3 1/4 x 4 1/2	1600	Zenith	Dixie	G K	4W	2,800
*Huber Light Four	Huber Mfg. Co. Marion, O.	12-25	3	4	4 1/4 x 5 3/4	900	Kingston	Kingston	G K	4W	5,000
Illinois	Illinois Tractor Co. Bloomington, Ill.	15-30	3-4	4	5 x 6 1/2	800	Stromberg	Dixie	K	4W	5,000
Indiana	Indiana Silo Co. Anderson, Ind.	5-10	116"btm	4	3 1/8 x 4 1/2	950	Kingston	Atwater-Kent	G	4W	1,700
Ingeco, Model A	Worthington Pump & Mach. Co. Cudahy, Wis.	10-20	3	2	6 x 7	700	Kingston	Kingston	G K	4W	5,600
*International	International Harv. Co. Chicago, Ill.	15-30	4	4	5 1/4 x 8	575	I. H. C.	K-W	K	4W	8,700
*International	International Harv. Co. Chicago, Ill.	8-16	2	4	4 x 5	1000	I. H. C.	K-W	K	4W	3,300
Junior	Russell & Co., The. Massillon, O.	12-24	2-3	4	4 1/2 x 5 3/4	950	Kingston	Bosch	K	4W	6,200
*Lauson	The John Lauson Mfg. Co. New Holstein, Wis.	15-25	3-4	4	4 1/2 x 6	950	Kingston	Dixie	K	4W	6,500
Leader	Dayton-Dick Co. Quincy, Ill.	12-18	2-3	2	6 1/4 x 6	800	Kingston	Kingston	K D	4W	4,800
Leader Crawler	Dayton-Dick Co. Quincy, Ill.	18-36	4-6	4	5 x 7 1/2	750	Kingston	K-W	K-D	C	6,500
Leonard	Leonard Tractor Co. Jackson, Mich.	20-30	3-4	4	4 1/2 x 6	1000	Zenith	Dixie	G K D	4W	5,000
Liberty	Liberty Tractor Co. Minneapolis	15-30	4	4	5 x 6 1/2	800	Stromberg	Dixie	K	4W	5,500
*Lightfoot	Monarch Tractor Co. Watertown, Wis.	6-10	1-2	4	4 x 4	900	Kingston	K-W	G K D	C	3,000
Little Boss	Russell & Co., The. Massillon, Ohio	15-30	3-4	4	4 1/2 x 6 3/4	950	Kingston	Dixie	K	4W	6,900
*Little Giant "B"	"Little Giant" Company. Mankato, Minn.	16-22	3-4	4	4 1/2 x 5	900	Kingston	K-W	K	4W	5,600
*Little Giant "A"	"Little Giant" Company. Mankato, Minn.	26-35	4-5	4	5 1/2 x 6	750	Kingston	K-W	K	4W	8,700
Louisville Motor Plow	Avery, B. F. & Sons Co. Louisville, Ky.	10-20	2	2	5 3/4 x 7	675	Kingston	K-W	G K	3W	5,500
Master	Master Tractor Co. Minneapolis	15-35	3	4	4 3/4 x 6	750	Stromberg	Bosch	K G	3W	4,500
Maxim "A"	Maxim Munition Corp. New York City	12-24	2-3	4	4 1/4 x 5 3/4	1000	Kingston	Dixie	G K D	4W	3,800
*Minneapolis	Minn. Thresh. Mach. Co. Hopkins, Minn.	15-30	3	4	4 1/2 x 7	750	Kingston	K-W	G K D	4W	6,600
*Minneapolis	Minn. Thresh. Mach. Co. Hopkins, Minn.	20-40	4	4	5 3/4 x 7	700	Kingston	K-W	G K D	4W	12,000
*Minneapolis	Minn. Thresh. Mach. Co. Hopkins, Minn.	40-80	8	4	7 1/4 x 9	500	Kingston	K-W	G K D	4W	22,500
Minnesota	Minnesota Tractor Co. Minneapolis	18-36	4	2	7 1/2 x 8	500			K G		8,000
*Moline Universal	Moline Plow Co. Moline, Ill.	9-18	2	4	3 1/2 x 5	1200	Holley	Remy	G	2W	3,380
*Mogul	International Harvester Co. Chicago, Ill.	10-20	3	1	8 1/2 x 12	400	I. H. C.	K-W	K D G	4W	5,500
Model "Q"	Gile Tr. & Eng. Co. Ludington, Mich.	20-35	4	4	4 3/4 x 6 1/2	875	Bennett	Dixie	G	4W	6,800
*National, Model E	National Tractor Co. Cedar Rapids	9-16	2-3	4	3 1/2 x 5 1/2	1000	Bennett	Dixie	K G D	4W	3,800
*National, Model F	National Tractor Co. Cedar Rapids	12-22	3	4	4 1/4 x 5 3/4	900	Kingston	Eisemann	K G D	4W	4,200
*Neverslip	Monarch Tractor Co. Watertown, Wis.	12-20	2-3	4	4 x 6	800	Kingston	K-W	G K D	2C	6,300
*Neverslip	Monarch Tractor Co. Watertown, Wis.	18-30	3-4	4	4 3/4 x 6	800	Kingston	K-W	G K D	2C	7,400
*New Hart-Parr	Hart-Parr Co. Charles City, Ia.	30	3	2	6 1/2 x 7	750	Dray	K-W	K D	4W	5,150
*Nilson Junior	Nilson Tractor Co. Minneapolis	16-25	3-4	4	4 1/4 x 5 3/4	950	Kingston	K-W	G K	5W	5,000
*Nilson Senior	Nilson Tractor Co. Minneapolis	24-36	4-5	4	4 3/4 x 6 3/4	850	Kingston	K-W	G K	5W	6,400

Specifications of Tractors Made in Canada and the United States

Section II. Tractors Manufactured in the United States—Continued

Tractors marked with an asterisk (*) are sold in Canada

Trade Name of Tractor	Name and Address of Manufacturer	Rated Horse-power	Plowing Capacity No. of Bottoms	No. of Cylinders	Bore and Stroke	Normal R.P.M.	Make of Carburetor	Make of Magneto	Fuel Gas.—G Kero.—K Dist.—D	Type of Tractor	Weight Pounds
*Oil Gas.....	Nichols & Shepard Co.....Battle Creek...	18-36	4	2	8 x 10	420	Kingston...	Wetherbee...	K	4W	13,600
*Oil Gas.....	Nichols & Shepard Co.....Battle Creek...	25-50	4-5	2	9 x 12	360	Kingston...	Wetherbee...	K	4W	19,000
*Oil Gas.....	Nichols & Shepard Co.....Battle Creek...	35-70	8-10	2	10½ x 14	300	Kingston...	Wetherbee...	K	4W	30,000
*Oil Pull.....	Advance-Rumely Thres. Co...La Porte, Ind...	16-30	4	2	7 x 8½	530	Own.....	Bosch.....	K D	4W	.....
*Oil Pull.....	Advance-Rumely Thres. Co...La Porte, Ind...	12-20	3	2	6 x 8	560	Own.....	Bosch.....	K D	4W	.....
*Oil Pull.....	Advance-Rumely Thres. Co...La Porte, Ind...	20-40	5-6	2	8 x 10	450	Own.....	Bosch.....	K D	4W	.....
*Oil Pull.....	Advance-Rumely Thres. Co...La Porte, Ind...	30-60	8-12	2	10 x 12	375	Own.....	Bosch.....	K D	4W	.....
Orchard Tractor..	Hackney Mfg. Co.....St. Paul, Minn.	10-18	2	2	4½ x 7	600	.....	.....	G K D	...	3,000
*Parrett Model 'H'	Parrett Tractor Co.....Chicago, Ill....	12-25	3	4	4¾ x 5½	1000	Kingston...	Eisemann...	K	4W	5,200
Peoria.....	Peoria Tractor Corp.....Peoria, Ill....	8-16	2-3	4	4½ x 5	900	Stromberg...	Eisemann...	K	3W	3,950
Peoria.....	Peoria Tractor Corp.....Peoria, Ill....	12-25	3	4	5 x 6½	800	Stromberg...	Eisemann...	K	4W	4,900
*Pioneer Special...	Pioneer Tractor Mfg. Co...Winona, Minn.	15-30	4	4	5½ x 6	750	Kingston...	K-W.....	G K	4W	8,500
Pioneer Junior...	Pioneer Tractor Mfg. Co...Winona, Minn.	20-45	6	4	5½ x 7	600	Kingston...	K-W.....	G K	4W	11,000
Pioneer 30.....	Pioneer Tractor Mfg. Co...Winona, Minn.	30-60	8-10	4	7 x 8	650	Kingston...	K-W.....	G K	4W	23,000
*Plow-Man.....	Interstate Tractor Co...Waterloo, Ia...	13-30	2-3	4	4¼ x 5½	900	Bennett...	Dixie.....	K	4W	4,400
*Plow-Man.....	Interstate Tractor Co...Waterloo, Ia...	15-30	4	4	4½ x 6	900	Bennett...	Dixie.....	K	4W	4,800
*Port Huron.....	Port Huron E. & T. Co...Port Huron, Mich	12-25	3	4	4 x 6	900	Kingston...	Atwater-Kent	K	4W	5,700
Post.....	Post Tractor Co.....Cleveland, O...	12-20	2	4	3¾ x 4¼	1200	Schebler...	Dixie.....	G	4W	3,000
Prairie Dog.....	Kansas City Hay Pr. Co...Kansas City...	9-18	2	4	3¾ x 5¼	1150	Bennett...	Dixie.....	G K	4W	3,000
R. & P.....	R. & P. Tractor Co.....Alma, Mich....	12-20	2-3	4	3¾ x 5¼	900	Stromberg...	Eisemann...	G K	4W	3,500
Reed.....	Reed Foundry & Mach. Co.Kalamazoo, Mich.	12-25	2-3	4	4¼ x 5¾	1000	Kingston...	Dixie.....	G K	4W	4,000
Rex.....	Leader Trac. Co.....Des Moines, Ia.	12-25	3	4	4¼ x 5¾	900	.....	.....	K	...	5,600
Samson Sieve-Grip	Samson Sieve-Grip Tr. Co...Stockton, Cal..	12-25	3	4	4¼ x 6¾	650	.....	.....	G K D	4W	5,800
Sandusky "J".....	Dauch Mfg. Co.....Sandusky, O...	10-20	2-3	4	4¼ x 5¼	985	Kingston...	Sumter.....	K	4W	4,080
Sandusky "E".....	Dauch Mfg. Co.....Sandusky, O...	15-35	4	4	5 x 6½	800	Kingston...	Sumter.....	K	4W	7,700
Short Turn.....	Short Turn Tractor Co...Bemidji, Minn.	20-30	3	4	4 x 6	900	Kingston...	Dixie.....	K	3W	5,500
Square Turn.....	Square Turn Tractor Co...Norfolk, Neb...	18-35	3	4	5 x 6½	850	Stromberg...	Dixie.....	G K	3W	7,300
Standard Detroit.	Standard Detroit Tr. Co...Detroit, Mich...	10-20	3	4	3¾ x 5	1000	.....	.....	G	...	4,000
*Stinson.....	Stinson Tractor Co.....Superior, Wis...	18-36	4	4	4¾ x 6	1000	Kingston...	Dixie.....	G K	3W	6,350
Strite.....	Strite Tractor Co.....New York City.	15-30	3-4	4	5 x 6½	800	Stromberg...	Dixie.....	K G	4W	5,300
*Titan.....	International Harvester Co...Chicago, Ill....	10-20	3	2	6½ x 8	500	I. H. C....	K-W.....	K	4W	5,525
Topp-Stewart.....	Topp-Stewart Tr. Co...Clintonville, Wis.	20-35	4-5	4	4¾ x 6¾	900	Bennett...	Eisemann...	K D	4W	6,500
Townsend Oil.....	Townsend Mfg. Co...Janesville, Wis.	12-25	3	2	6½ x 8	500	Own.....	Dixie.....	G K D	4W	6,000
Tracklayer.....	Best, C. L. Gas Tractor Co.San Leandro, Cal.	20-40	4-6	4	6¼ x 6¼	650	Stromberg...	Bosch.....	D K	...	11,750
Tracklayer.....	Best, C. L. Gas Tractor Co.San Leandro, Cal.	38-75	5-12	4	7¾ x 9	435	Stromberg...	Bosch.....	D K	...	28,000
Trundaar.....	Buckeye Mfg. Co...Anderson, Ind...	20-35	3-4	4	4¾ x 6¾	900	Ensign...	Bosch.....	G K	C	9,000
*Turner Simplicity.	Turner Mfg. Co...Pt. Washington, Wis.	12-20	2-3	4	3¾ x 5¼	1000	Kingston...	Dixie.....	K	4W	4,200
*Turner Simplicity.	Turner Mfg. Co...Pt. Washington, Wis.	14-25	3-4	4	4¼ x 5½	1000	Kingston...	Dixie.....	K	4W	4,500
*Twin City "12"...	Minneapolis Steel & Mach. Co. Minneapolis...	12-20	3	4	4¼ x 6	1000	Stromberg...	K-W...	G K	4W	4,000
*Twin City "16"...	Minneapolis Steel & Mach. Co. Minneapolis...	16-30	4	4	5 x 7½	650	Kingston...	K-W.....	G K	4W	7,800
*Twin City "25"...	Minneapolis Steel & Mach. Co. Minneapolis...	25-45	6	4	6¼ x 8	600	Kingston...	K-W.....	G K	4W	16,000
*Twin City "40"...	Minneapolis Steel & Mach. Co. Minneapolis...	40-65	8	4	7¼ x 9	500	Kingston...	K-W.....	G K	4W	23,700
*Twin City "60"...	Minneapolis Steel & Mach. Co. Minneapolis...	60-90	12	6	7¼ x 9	500	Kingston...	K-W.....	G K	4W	28,000
Uncle Sam.....	U.S. Tractor & Machy. Co...Chicago, Ill....	15-30	3	4	4 x 6	900	Kingston...	Dixie.....	G K	4W	4,600
Velie "Biltwell"...	Velie Motors Corp.....Moline, Ill....	12-24	3	4	4½ x 5½	1100	Kingston...	Kingston...	K	4W	4,300
Victory.....	Victory Tractor Co...Greensburg, Ind..	9-18	2	4	3¾ x 5	1100	Carter.....	Dixie.....	G	4W	3,200
*Wallis.....	Wallis Tractor Co...Racine, Wis....	15-25	3	4	4¼ x 5¾	850	Bennett...	K-W.....	G K	3W	3,000
*Waterloo Boy.....	Deere & Co...Moline, Ill....	12-25	3	2	6½ x 7	750	Schebler...	Dixie.....	K	4W	5,900
*Wheat.....	Hession Tiller & Trac. Co...Buffalo, N.Y...	12-24	3	4	4 x 6	1000	Kingston...	Dixie.....	K	4W	3,850
*Whitney.....	Ohio Mfg. Co...Upper Sandusky, O.	9-18	2-3	2	5½ x 6½	750	Bennett...	Dixie.....	G K	4W	3,000
Witchita.....	Witchita Tractor Co...Witchita, Kan...	8-16	2-3	2	5 x 6½	750	Kingston...	Atwater-Kent	G	4W	3,500
Wisconsin.....	Wisconsin Farm Tr. Co...Sauk City, Wis.	16-32	3-4	4	5 x 6½	800	Stromberg...	Eisemann...	K	4W	5,400
Wolverine.....	Wolverine Tractor Co...Detroit, Mich...	15-30	3	4	4 x 6	900	Kingston...	Kingston...	K	4W	6,000
Zelle.....	Zelle Tractor Co...St. Louis, Mo...	12-25	2-3	4	4¼ x 5½	900	.....	.....	G K	4W	3,800

U. S. Tractor Manufacturers Will Produce 314,936 Machines in 1919

The farm equipment department of the U.S. Department of Agriculture recently completed a survey from questionnaires sent to over 200 tractor manufacturers in that country. From the data supplied by the manufacturers it is indicated that 314,936 tractors are the estimated output of all plants. The manufacturers gave the number of tractors of different sizes manufactured last year, and estimates of production for 1919. During 1918, 132,697 tractors were produced in United States tractor plants.

Almost without exception

tractor producers report a capacity in excess of their estimates of output for this year. Given favorable weather, the estimates may be considerably exceeded. The estimated production for 1919 is as follows:

Estimated Production, 1919	
B.H.P.	Number of tractors
9, 10 and 12	8,220
16 and 18	48,545
20 and 22	157,671
24 and 25	40,875
27, 28, 30 and 32	27,465
35 and 36	5,435
40, 45 and 50	1,780
60, 65, 70, 75 and 80	1,536
Not given	23,409
Total	314,936

Tractor Production in 1918

Following is the number of tractors of different horse-power manufactured in the United States in 1918:

B.H.P.	Number of tractors
9, 10 and 12	1,141
16 and 18	20,629
20 and 22	72,238
24, 25 and 26	20,616
27, 28, 30 and 32	6,959
35 and 36	2 212
40 and 50	1,331
60, 65, 70 and 80	913
Not given	6,658
Total	132,697

Disposition of Tractors Last Year

The carry-over of machines,

number sold and number exported for 1918, are as follows:

Number on hand December 31, 1917	15,525
Number manufactured during 1918	132,697
Number sold in the United States during 1918	96,470
Number sold for export during 1918	36,351
Number on hand December 31, 1918	15,401
Manufacturers' estimate of production for 1919 314,936	
That the 1919 production has started in good shape is evident by the U.S. reports regarding exports of farm tractors during the first month of this year. During January 2711 entered Canada.	



THIS or THIS Which Field Would You Rather Cultivate?

DID you ever "follow a plow" over a field full of stumps and roots?

If you did, you got some jolts you'll never forget.

It sure was tough going.

A good deal like trying to sell a poorly advertised and little used cream separator.

The sale comes hard to begin with, and there's many a jolt between the sale and the settlement.

Why try to cultivate a separator field full of stumps and roots

and stones when you might just as well be working in a highly productive, well tilled De Laval sales field?

For twenty-five years the biggest crops of separator sales have been gathered in the De Laval field. It is soil that you can depend on.

It is abundantly fertilized with good advertising and a highly efficient sales organization, and the seed of De Laval Service, with regular cultivation, can be depended upon to produce a good crop of profitable separator sales.



There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it, with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

LARGEST MANUFACTURERS OF
DAIRY SUPPLIES IN CANADA

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO

With the Manufacturers

The Republic Motor Truck Co. of Cleveland, Ohio, will locate its Canadian branch to cost \$500,000 at London, Ont.

The Canadian Collapsible Rim Company with a capital of \$500,000, is about to build a plant in Windsor, Ontario.

The Durham Flax Co., Ltd., head office, Bowmanville, Ont., capital \$40,000, plans to manufacture and deal in hemp, flax, twine and yarn.

The Moline Plow Co. now owns ninety-five acres of land in East Moline, Ill. It is expected that building operations on the recently acquired tract will begin soon.

The Minerva Engine Co. has been organized and incorporated at Cleveland, O., with a capital stock of \$250,000 for the purpose of manufacturing motors for tractors and trucks.

The Minneapolis Steel & Machinery Co., Minneapolis, Minn., has awarded contract for rebuilding the portion of its steel works recently destroyed by fire. The new structure will be one story, 30x105.

The Cleveland Implement Mfg. Co., of Cleveland, Ohio, has purchased the plant and business of

the Hist Potato Machinery Co., of Alliance, Ohio. The manufacture of Star potato diggers and planters will be continued.

Ayers-Richer, Ltd., has been incorporated at Montreal, Que., with a capital of \$20,000 to manufacture boats, tractors, boilers, engines, etc. The incorporators are Aldege J. and Stephanie Richer and Ernest F. Ayers.

The Four Wheel Drive Auto Co. of Clintonville, Wisconsin, has decided to establish a branch factory at Kitchener, Ontario. It has obtained a Canadian charter, with a capitalization of \$200,000 and will at once proceed to erect a factory.

The assets of the former American Engine & Tractor Co., Charles City, Ia., have been taken over by the American Tractor & Foundry Co. The reorganized company has temporary head-quarters in Minneapolis.

The United States Tractor Co., which recently moved from Chicago to Menasha, Wis., has been reorganized under the name of the United States Tractor and Machinery Co., and incorporated with a capital stock of \$250,000.

The plant of the T. E. Bissell Co., at Elora, Ont., which was

destroyed by fire on November 19th last, is now operating again, and plans are being made for a considerable enlargement. This will include a new one-story machine shop.

At least \$6,000,000 will be expended, it is stated, by the General Motors Corporation in construction work already commenced, on their 38 acre site at Walkerville, Ont., purchased some months ago for the erection of a tractor factory.

The factory of the Samson Tractor Company, at Janesville, Wis., began active operations about the middle of April, and the schedule provides that by the 1st of June 2,000 tractors will be completed ready for delivery. The first unit of the factory is practically completed, and the erection of the second and third units will be started this month.

The Detroit Culti-Tractor Corp., Detroit, Mich., recently organized and capitalized at \$1,500,000, has begun the production of a tractor to list at \$750. The officers of the company are as follows: President, Jos. Rowe; vice-president and manager, H. M. Jerome, formerly with the Allis-Chalmers Mfg. Co.; secretary and chief engineer, S. R. Dubrie.

The H. H. Robertson Co. of Canada, capitalized at \$200,000, has been incorporated at Sarnia, Ont., for the manufacture of asbestos-covered steel roofing and siding, ventilators, gutter and drain pipes, skylights and asphalt paint. The new company has purchased the plant of the Sarnia Metal Products Co. and commenced operations May 1st.

A deal has just been consummated between the Bull Tractor Company of Minneapolis, and the Madison Motors Corporation of Anderson, Ind., under which the two concerns are consolidated. In order to benefit by the advertising already done on Bull tractors, the consolidated corporation will be known as "The Bull Tractor Madison Motors' Corporation."

At a meeting of the directorate of the International Malleable Iron Co., Guelph, Ont., it was decided to proceed at once with the erection of a new factory, three stories high, 160 by 60 feet in addition to their already large plant. The new building will be used for the manufacture of pipe-fittings for the foreign and domestic trade, and will provide employment for at least 100 men to start with.

Canadian Company Open Branch in Twin Cities

The Sawyer-Massey Company, Ltd., of Hamilton, Ont., have established a branch at Minneapolis with head-quarters in the Great Northern Warehouse Company's Building, 618 Third Street south. Fred Hanson will be manager of the Minneapolis branch, and an adequate stock of goods will be carried to meet the requirements of the northwestern trade.

John Hoss, of Moline, Ill., has been appointed American representative of the Sawyer-Massey Company. Mr. Hoss has his office at 549 South Washington Boulevard, Chicago.

Accessibility is a virtue in both motors and men.

A BETTER DEAL FOR THE DEALER

Eight years of success in the United States stands behind the Canadian plant assembling the

Anker-Holth

SELF-BALANCING BOWL

Cream Separator

Dealers are glad to handle a machine about which they need make no exaggerated statements. Every sale is a quick, clean-cut proposition without a kick or come back. You buy for cash and sell at a much lower price than is necessary with "long term" machines.

HERE ARE A FEW FEATURES:

The self-balancing bowl is guaranteed to stay perfect during the entire life of machine. Cream is delivered from bottom of bowl, no flushing is necessary and it is non-freezing. Positive clutch makes contact at any point—easy to start. Automatic oiling without cups or holes. Hinged base gives easy access to parts. One tool fits all parts. Positively the lightest running and closest skimming machine on the market. There are many more points just as new and important. Hardware dealers should get in on this. Get all the information—write to-night.



HERE IS AN AVERAGE USER'S OPINION

"I am pleased to know you are going to operate in Winnipeg, because I believe there is a great future in the West for your separator. I had a — before I got one of yours. It was a good one, but never was in the same class as the Anker-Holth for efficiency, simplicity and ease of operation. I shall be glad to recommend the Anker-Holth to my neighbors as soon as I learn of any of them being in the market for a separator. Wishing you every success,
"ROBERT LOWRY,
"Nevis, Alta."

WESTERN ANKER-HOLTH COMPANY
57a VICTORIA STREET WINNIPEG, MAN.

THE JUMBO BRAND



—stands for big value and needs no introduction to the trade; but we wish to announce that we have changed the name of our Company from that of

The Winnipeg Steel Granary & Culvert Co., Limited
TO THAT OF

CROSSEN METAL WORKS, Limited

The only other change we have made is to increase our equipment to cover a wider range of

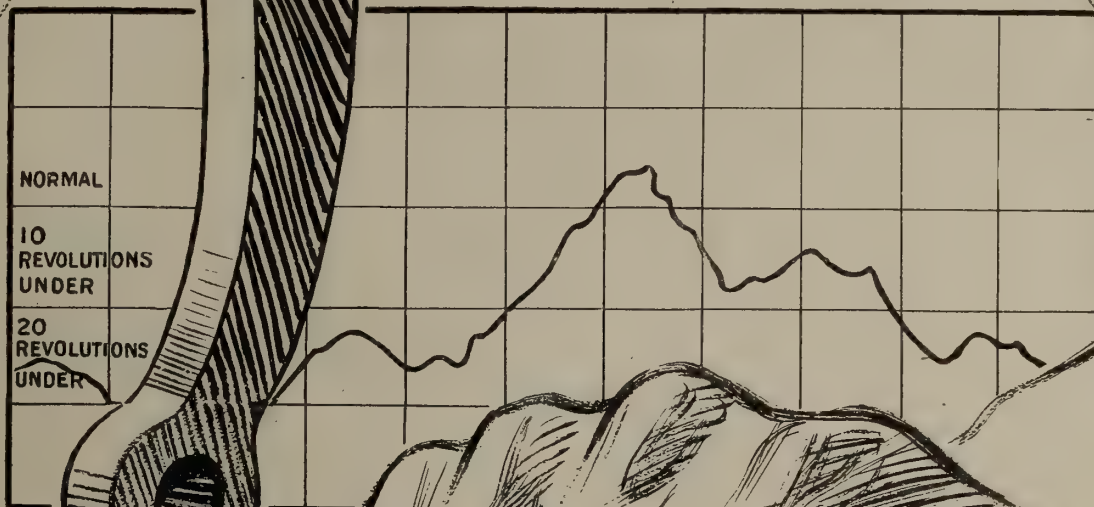
STANDARD AND SPECIAL SHEET METAL PRODUCTS

and solicit your inquiries and orders for
Corrugated Roofing and Siding
Steel Shingles
Brick, Stone and Elevator Siding
Metal Ceiling and Walls
Portable Steel Garages
Portable Steel Granaries
Implement and Storage Sheds
Gasoline Wagon Tanks
Underground Storage Tanks
Stock Watering Tanks and
Thresherman Storage Tanks
House Tanks and Cisterns
Expansion and Pressure Tanks
Culverts and Well Curbing
and the

TORRANCE AUTOMATIC GRAIN CONVEYOR AND CLEANER

CROSSEN METAL WORKS, Limited
P.O. Box 3054, WINNIPEG
Factories at ST. BONIFACE, MAN. REGINA SASK.

If you could chart the speeds



Around and Around and Around !!! No human hand can keep up a fixed normal speed

If every owner of a fixed feed separator—especially those who *think* they are skimming clean—could see a chart of the great **variation** in speed during one week's separation, they would be amazed. The chart would show that practically all the time the separator was being turned **below** speed and wasting butterfat. Actual tests prove that 95% of all separators are turned below speed most of the time and all separators are turned below speed some of the time. No matter how careful you are, it is humanly **impossible** to turn at a fixed speed, day in and day out. Speedometers, bells and other contraptions only show the wastefulness of fixed feed separators.

SHARPLES SUCTION-FEED CREAM SEPARATOR

Skims Clean At Any Speed

Every progressive dealer will be interested in the above reproduction of a Sharples advertisement to dairymen and farmers. It points the way to greater sales; it proves the weakness of the fixed feed separator; it shows why the thrifty farmer is eager to know about the Sharples. Take advantage of it through a Sharples Dealer Contract. There's a big idea behind a Sharples contract. Find out about it. Write nearest office.

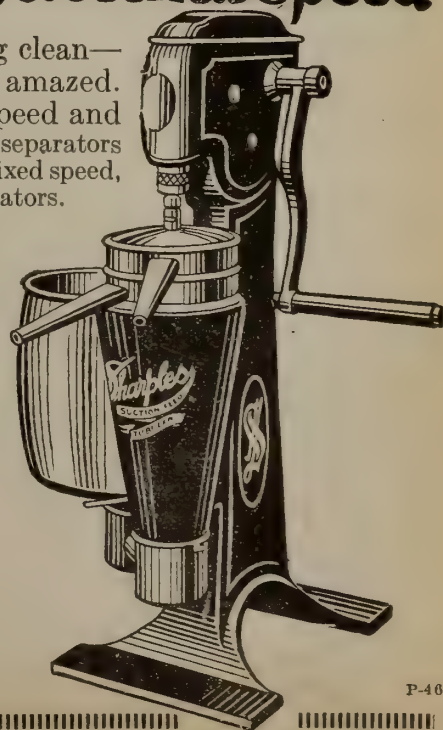
THE SHARPLES SEPARATOR COMPANY

TORONTO ONT. REGINA SASK.

THE LOUNSBURY CO. - - NEWCASTLE, N.B.
J. CLARK & SON - - - FREDERICTON, N.B.

Distributors through all their Branches

"Over 2,425,000 Sharples Separators in daily use."



Thresher Company Open Regina Branch

The Robt. E. Bell Engine and Thresher Co., Seaforth, Ont., have acquired property at the corner of 6th Avenue and Halifax Street, Regina, the deal being closed recently by W. R. Cole, Winnipeg, Western Canadian manager of the organization.

The property is splendidly located, and is 250x125 feet. Mr. Cole announces that the company will at once erect a one-story warehouse and temporary office building, which will be served with a spur track. Later,

when building costs decline somewhat, the company will erect commodious, permanent premises. R. R. Venus, who has been acting as representative for the Robt. E. Bell interests in Saskatchewan for the past two years, has been appointed manager of the new branch.

At Regina the company will carry a complete stock of their steam engines, gas tractors and separators, all the units in the well known "Imperial" line. The company now are selling their Imperial 15-30 H.P. kerosene tractor, a machine with exceptionally good mechanical features.

The Regina branch will be under the supervision of Mr. Cole, manager at Winnipeg, and will serve the trade in Saskatchewan and Alberta. It will assure users of Imperial threshing machinery prompt service in connection with their requirements.

Tractor Attachments Duty Free

Some dealers seem to be vague as to the entry of tractor attachments for adaptation to automobiles. According to the order-in-council passed on February 20 last, the ruling reads as follows:

"It is hereby ordered that from

the seventh day of February, 1919, and until otherwise provided for, authority be granted for remission and refund of the Customs duty on traction attachments designed and imported to be combined with automobiles in Canada for use as traction engines for farm purposes, and parts thereof for repairs."

As regards tractors it is understood that the quantity manufactured in the Dominion yearly has only been approximately 5 per cent of the number imported for use on Canadian farms.

The Harvester Industrial Council

The International Harvester Co., Chicago, on March 10th submitted to its seventeen American and three Canadian plants the Harvester Industrial Council plan of employee representation as described in our April issue. Elections by secret ballot, to decide whether or not to adopt the scheme, were held on March 12.

The total vote—28,611, including 903 spoiled ballots—was one of the surprises of the election. There were present on election day 29,125 eligible employees and no effort was made to stimulate voting or to urge adoption; all employees were perfectly free to vote for or against the plan, or to refrain from voting.

The plan is a progressive development of the company's industrial policy which has heretofore led to the inauguration of the weekly pay system and the basic eight-hour day, and still earlier to voluntary adoption of a workmen's accident compensation plan antedating American and Canadian legislation on that subject, as well as the Harvester Pension plan, wholly supported by the company, under which 523 employees have been retired on pension.

Manufacturing Concerns Amalgamate

The Joliet Oil Tractor Co. and the Bates Machine & Tractor Co., both of Joliet, Ill., have amalgamated under the latter name. No change has been made in the personnel of the organization.

Since 1883 the Bates Machine Company have been builders of high-class Corliss engines, power plants and special machinery. Seven years ago the company began the construction of the Bates steel mule, under the name of Joliet Oil Tractor Company. The Joliet tractors are sold in Western Canada by the Jones Tractor & Implement Co., Regina.

Is Your Thresher A Grain Saver?

It Is If It Is Equipped With The Grain-Saving Stacker.

This is the most notable advance made in modern threshing.

A device in the hopper returns to the separator the grain that would otherwise go to the stack. Users write us that this improvement saves 1 to 3 per cent more grain. Figure what that means to you.

The Grain-Saving Wind Stacker Adopted by United States and Canadian Threshing Machine Manufacturers.

Get the facts from any of the makers of North America's standard threshing machines listed below. Among these are the builders of the leading tractors and farm implements. All of them are prepared to supply threshing machines equipped with the Grain-Saving Stacker. Write to any of these for information.



View looking into hopper showing grain trap near stacker fan; also auger running from beneath trap for returning the saved grain to separator.

Grain Saving Stacker

LIST OF MANUFACTURERS

CANADA

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ontario
Dominion Thresher Co., Ltd., New Hamburg, Ontario
Ernst Bros., Ltd., Mt. Forest, Ontario
John Goodison Thresher Co., Ltd., Sarnia, Ontario
Hergott Bros., Ltd., Mildway, Ontario

MacDonald Thresher Co., Ltd., Stratford, Ontario
Sawyer-Massey Company, Ltd., Hamilton, Ontario
Stewart Sheaf Loader Co., Ltd., Winnipeg, Manitoba
Sussex Mfg. Co., Ltd., Sussex, New Brunswick
Waterloo Mfg. Co., Ltd., Waterloo, Ont.
R. Watt Machine Works, Ltd., Ridgetown, Ontario
George White & Sons Co., Ltd., London, Ontario

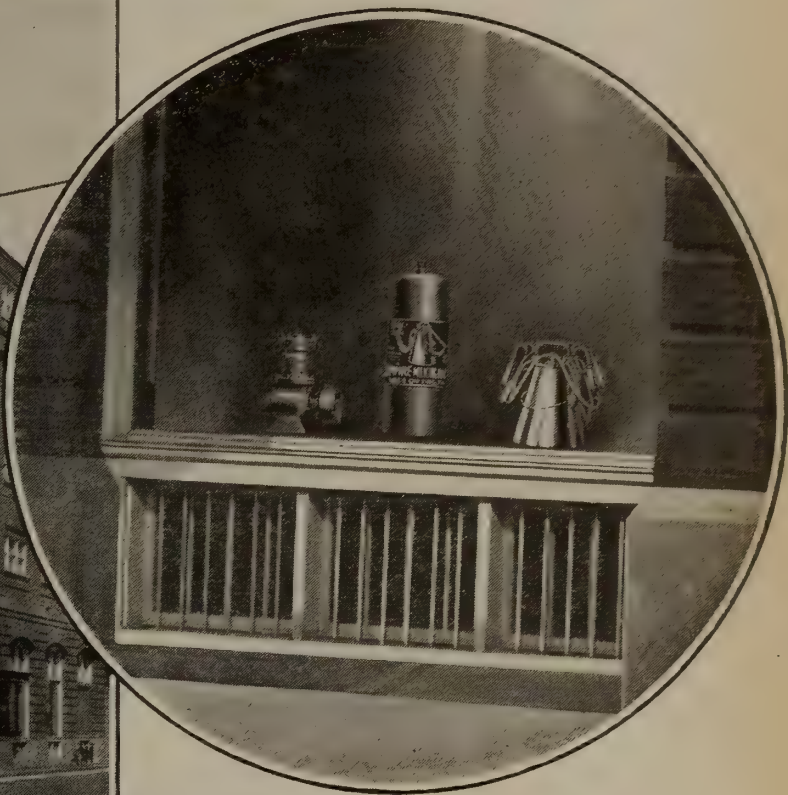
UNITED STATES

Aultman & Taylor Machinery Co., Mansfield, Ohio
Avery Company, Peoria, Illinois
A. D. Baker Company, Swanton, Ohio
Banting Manufacturing Company, Toledo, Ohio
Batavia Machine Company, Batavia, New York
Buffalo Pitts Company, Buffalo, New York
Cape Mfg. Co., Cape Girardeau, Missouri
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Company, St. Johnsville, New York
Ellis-Keystone Agricultural Works, Pottstown, Pennsylvania
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Illinois
A. B. Farquhar Co., York, Pennsylvania
Frick Company, Waynesboro, Pennsylvania

Harrison Machine Works, Belleville, Illinois
Huber Mfg Co., Marion, Ohio
Illinois Thresher Co., Sycamore, Ill.
Keck-Gonnerman Company, Mt. Vernon, Indiana
Minneapolis Threshing Machine Co., Hopkins, Minnesota
Port Huron Engine and Thresher Co., Port Huron, Michigan
The Russell & Company, Massillon, Ohio
Russell Wind Stacker Company, Indianapolis, Indiana
Southwest Mfg. Co., Oklahoma City, Okla.
Sawyer-Massey Co., Ltd. (United States Agency), Moline, Illinois
Swayne, Robinson & Co., Richmond, Ind.
The Westinghouse Company, Schenectady, New York

The Grain-Saving Device Originated with The Indiana Manufacturing Co., Indianapolis, Ind., Who Also Originated the Wind Stacker

HEADQUARTERS OF THE COCKSHUTT PLOW CO., CALGARY, ALBERTA



BOOSTERS!

"Every owner is a booster for the Empire and for us," says the Cockshutt Plow Co.

That's one of the big advantages of being an Empire Dealer: Every Empire Milking Machine you sell, every Empire Cream Separator; every Empire Engine will make a new booster for your store. And every Empire Machine you sell will help you sell others.

There's a big field for Empire Machines in every farming community; every dairy farmer with six or more cows is an Empire prospect.

The Empire Line offers you a triple advantage: first, quality machines that Make Good; second, a liberal dealer's contract that allows you a handsome profit on each sale; and third, unequalled service to dealers and users resulting in unequalled satisfaction.

Put these forces to work for you. Let us send you the Empire catalog — a postal card will bring it—while the Empire Contract for your territory is still available. Begin right now to build up a list of Empire users in your territory.

THEY WILL BOOST FOR YOU!

Empire Cream Separator Co. of Canada Ltd.

146 Craig Street West

Montreal, Que.

Robinson-Alamo, Limited

140 Princess Street

Western Canada
Distributors

Winnipeg, Man.



ADDRESS ALL CORRESPONDENCE TO THE COMPANY

Cockshutt Plow Co., Limited.

CALGARY BRANCH

PLOWS, SEEDING MACHINES, CULTIVATORS, BINDERS, MOWERS, RAKES,
CARRIAGES, WAGONS, HARROWS, LAND PUMPERS, ETC. ETC.

FACTORY
BRANTFORD, CANADA

Calgary, Alta.

March 31st, 1919.

Empire Cream Separator Co.,
Winnipeg, Canada.

Gentlemen:—

You will be interested to know something of the results being obtained by us with Empire Milking Machines. It is now about nine months since we started to sell these outfits and we are more than satisfied with the results obtained and especially with the fair and square treatment we have received from the Empire Company. The Cockshutt Plow Company naturally, has had some experience in dealing with large manufacturing concerns and must say that it has really been a pleasure to deal with the Empire Cream Separator Company.

In the Calgary district alone, we have something over a dozen Machines in operation now and it is very gratifying to be able to state that everyone is a satisfied Owner and a booster for the Empire, and for us. Dairy men with large herds simply cannot do without a Milking Machine in these times. They must buy sooner or later. When they do buy they simply cannot afford to buy anything but the best. While we believe this ourselves, users of Empire Milking Machines are proving to us that they stand pre-eminently above other Machines being offered by competitors.

Yours sincerely,

COCKSHUTT PLOW CO. LIMITED

LEG/AM

MANAGER CALGARY BRANCH

EMPIRE
MILKING MACHINES

National Tractors Renamed

The National Tractor, manufactured by the National Tractor Co., at Cedar Rapids, Ia., is now known as the G. O. tractor, following the purchase of the National business by the General Ordnance Co., which has its offices at 2 West Twenty-third street, New York. The company's plants are located at Derby, Conn., and Cedar Rapids, Ia.

Tractor Plowing Costs

The U.S. Department of Agriculture, following an investigation in Illinois, finds the cost of tractor plowing in that state as follows, per acre plowed and at fuel cost obtaining in that state: Two-plow outfit, with gasoline, \$1.58, with kerosene, \$1.33; three-

plow outfit, with gasoline, \$1.41, with kerosene, \$1.22; four-plow outfit, with gasoline, \$1.54, with kerosene, \$1.25.

Distributing Allwork Tractors

Leigh M. Railsbach of Los Angeles has been appointed Pacific Coast distributor for the Allwork kerosene tractor, made by the Electric Wheel Co., and will open permanent offices in Los Angeles in a short time. Mr. Railsbach is well known in tractor and automobile circles in the Eastern States.

Invents Separator Fan Governor

George T. Strite, of Minneapolis, engineer and designer of tractors and other inventions bearing his name has invented a fan regulator which can be at-

tached quickly to any threshing machine. The regulator is designed to save grain and is reported a decided success. A company has been formed to market the invention.

Engine Manufacturers' Convention

The annual convention of the National Gas Engine Association will be held June 2 and 3 at the Hotel Sherman, Chicago. The program will differ materially from that of former conventions, in that it will provide for group sessions.

Coast Dealers Hold Convention

The Pacific Northwest Hardware and Implement Association will hold its semi-annual convention at Seattle, Wash., May 14

and 15. About seven years ago this association adopted the plan of holding conventions in the spring as well as in the winter and has found it quite successful.

The "Canadian" Tractor

The Alberta Foundry and Machine Co., Medicine Hat, is placing on the market shortly a new tractor, made entirely in Canada, under the name of "The Canadian" tractor. They recently offered a prize of \$100 for the most suitable name suggested. The prize was won by the Medicine Hat "Nurses' Home."

Canadian Fairbanks Statement

The Canadian Fairbanks-Morse Co., Ltd., in their annual financial report record a splendid year's business in 1918. Net profits totalled \$800,097, compared with \$781,973 in 1917, and \$636,629 in 1916. The company are finding an excellent demand throughout the Canadian West for their engines, electric lighting plants, tractors, plows and other lines.

Vickers Retires from Renfrew Machinery Co.

M. J. O'Brien, Ltd., has purchased the interest of Thos. A. Low in the Renfrew Machinery Co., Renfrew, Ont. F. D. Vickers has retired from the management to devote his time to other interests, and has been succeeded as managing director by H. A. Jordan.

Mill Driven Dynamos

In a type of windmill recently developed a radical change in generating electricity has been made a feature. In the new machine the generator is mounted on the windmill head and is geared with the wheel. In other types it has been the policy to have the generator on the ground run by means of rods and pulleys. This, however, incurred an enormous loss of power and an excessive amount of machinery to keep in order.

Summer-Time

Trickery! Trickery! Trick! !
The railways have altered the Clock!
They'd have altered the Sun but it couldn't be done,
So they made a Decree—Say it's Two when it's One!"
Trickery! Trickery! Trick! !
Knockery! Knockery! Knock! !
The man with the Summer-Time Clock,
Says it's Five when it's Four—and his wife gives a snore,
Rubs her eyes—murmurs "yes!"—goes to sleep as before!
Knockery! Knockery! Knock! !

Dealers should avoid getting buried alive in details.

Dealers: Hitch Your Business to GREGG Wagon and Implement WOODS THEY DRAW THE DEMAND TO YOUR STORE



NECKYOKES—HICKORY, VARNISHED or WHITE

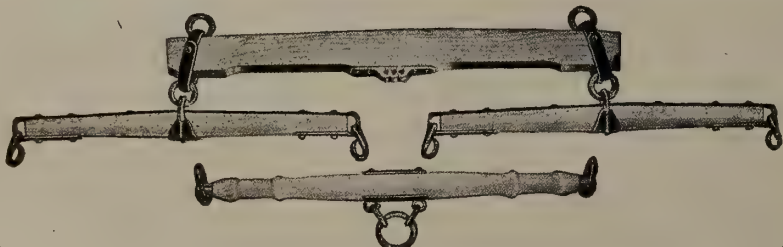


FOUR HORSE HITCHES—JUST WHAT FARMERS WANT



FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT

BEST
IN
MATERIALS
QUALITY
AND
FINISH



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

ASK FOR
ILLUS-
TRATED
CATALOG
AND
PRICES

"IF IT COMES FROM GREGG IT MUST BE GOOD"

When hard wear and enduring service have worn the varnish and paint from Gregg Wagon and Implement Woods, they go on helping the farmer haul any load—strong, dependable, reliable. This, because beneath the paint we used the finest selected hardwoods, of which we carry the biggest stock in Western Canada. Gregg goods, made in the most up-to-date plant in Canada, are a line you can handle with pride and profit. Your customers come back, because they prove that "Gregg Quality Always Pays."

THE GREGG LINE COMPRISES

Plow Eveners—Wagon Sets—Wagon Neckyokes and Singletrees—Plow Singletrees—Wagon and Plow Doubletrees—Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets—Plow Doubletree Sets—3 and 4-Horse Hitches—3-Horse Wagon Eveners—4 and 5-Horse Gang, Sulky and Disc Plow Eveners—5 and 6-Horse Tandem Eveners—Wagon Hardware of All Kinds.

WHEN YOU ORDER—ALWAYS SPECIFY GREGG GOODS

The Gregg Manufacturing Company, Ltd.
WINNIPEG :: MAN.

Implements in Good Demand

All the wholesale and jobbing concerns in Winnipeg report greatly increased activity in the farm machinery business. Farm-

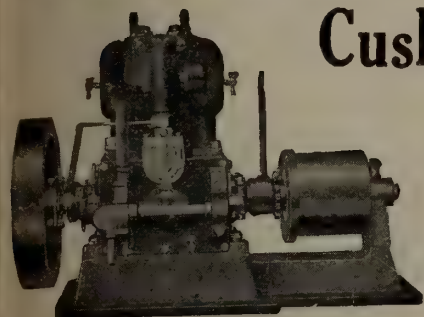
ers generally seem to realize that the prices of implements, tractors and power farming machinery must remain high, hence the late demand that developed when this fact was at last absorbed

by the Western agriculturists. Tractor and plow business is very satisfactory, with a steady demand for medium weight tractors. In general machinery lines the demand has been a little bet-

ter than normal, while vehicle business has been good notwithstanding the reduction in demand for this line in recent years due to the popularity of the automobile.

Cushman Goods Give Satisfactory Service

Cushman Light-Weight Engines, 4 to 22 Horse Power



8 H.P. Two-Cylinder Cushman

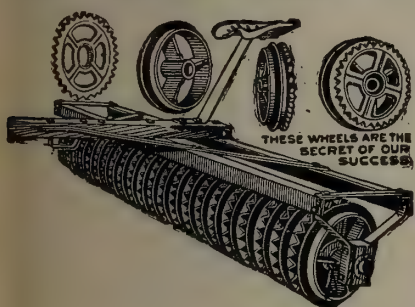
THE 8 H.P. CUSHMAN WEIGHS ONLY 320 LBS.

This two-cylinder engine is unequalled for heavier work than the 4 H.P. can handle. For heavy grinding, driving small threshers, etc., or for any power from 3 to 9 H.P., it is just what your customers want. Cylinders are the same bore and stroke as the 4 H.P. A splendid engine for all-purpose farm use. Has Throttle Governor, Schebler Carburetor and Friction Clutch Pulley. The 15 H.P. Cushman weighs only 780 lbs., the 20 H.P. only 1,200 lbs. Write for agency offer and literature.

THE ORIGINAL AND ONLY SUCCESSFUL BINDER ENGINE

The 4 h.p. Cushman is the one practical binder engine. Does all ordinary farm work and can be attached to binders, potato diggers, etc. The biggest engine seller of its power on the market.

THE WESTERN PULVERIZER PACKER AND MULCHER



Makes a Perfect Seed Bed in One Operation

Made in sizes as follows:

Plow Packer—2 ft. 6 in. two furrow; 4 ft. three-furrow.

Single Section—4, 6, 8, 10 and 12 ft. sizes.

Three Section—11, 15 and 21 ft. sizes.

Will not clog. Makes a granular mulch that stops evaporation and conserves moisture.

THE LINCOLN 24x46 SEPARATOR

The Perfect Thresher for use with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market.

SELL REAL LIGHTNING PROTECTION

Now is the time to secure the agency for the Shinn-Flat lightning protection system, endorsed by the world's electrical authorities. Ask us for the solid advertisement shown below, and run same in your local paper. You'll find that big business will result. Write for our proposition.



Shinn-Flat

Protects Property and People from Lightning

Lightning strikes many times in this district every year. You know your property and your family are not safe without protection.

To say nothing about the safety of yourself and your family, your buildings, stock and feed are worth too much money these times to take any chances.

Shinn-Flat is the only Lightning Conductor woven in the form of a flat cable—the form that the electrical authorities of the world admit to be the safest—even the U. S. Weather Bureau.

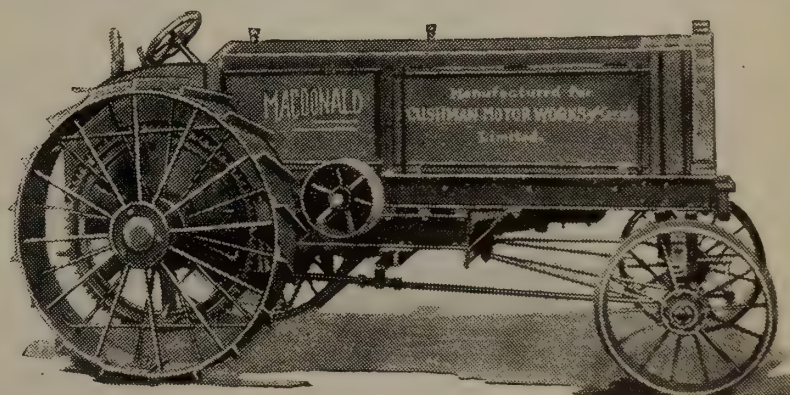
It is covered by a Cash Bond, issued direct to you by a large Bonding Company, that Lightning will not strike the building on which it is placed.

The expense is slight—the protection complete. Call and get a Book on Lightning and read it over at home. Remember

Lightning CAN'T STRIKE If Shinn Gets There First

For 26 years the Shinn System of Lightning Conductors has proven to give absolute protection. We assist dealers' sales by a big advertising campaign.

THE MACDONALD 12-24 H.P. TRACTOR



Handles 3 plows under ordinary conditions and 4 in light soil. Motor 4-cyl., 4-cycle $4\frac{3}{4} \times 6$ -inch. 750 to 800 r.p.m. Develops 28 to 30 h.p. at belt; 12 to 15 h.p. at draw bar. Weight 5900 lbs. The best light tractor made in Canada. Ask for full particulars and agency offer. Write to-day.

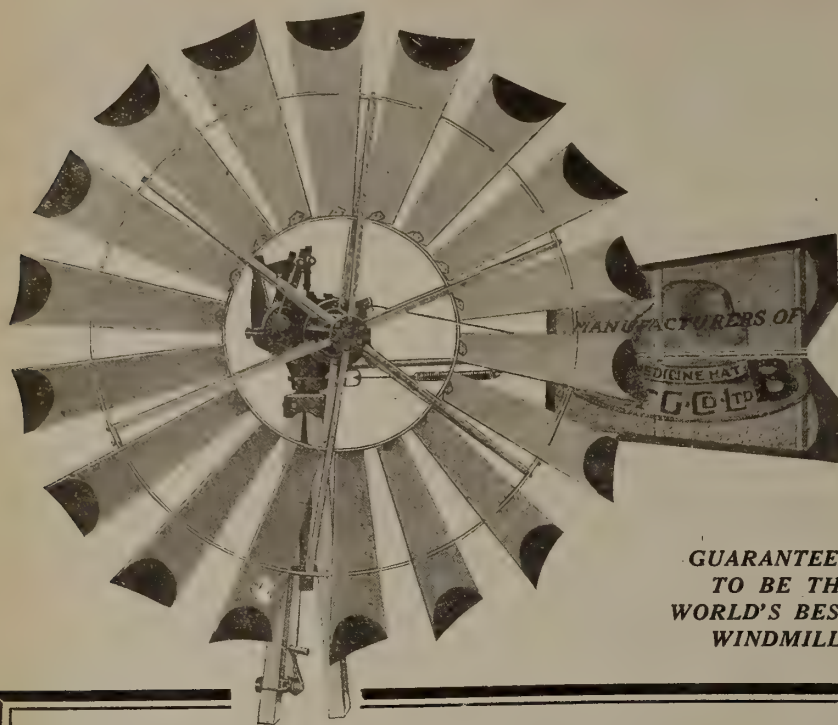
CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. **WHYTE AVENUE and VINE STREET, Winnipeg, Man.** Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

THE CUSHMAN AGENCY GIVES YOU PRESTIGE AND PROFITS

We are Exclusive Selling Agents for: Tractors—Light Tractor Plows—Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners—Automobile Accessories, etc.



**GUARANTEED
TO BE THE
WORLD'S BEST
WINDMILLS**

Medicine Hat Double-Geared, Oilless Windmills Sell as Easily as they Run

Sizes: 8, 10, 12, 14, and 16 ft. Oilless Bearings

Interchangeable, oilless bearings a big selling feature. Last for years. Light running, noiseless, frictionless. Supplied with babbitt bearings if required. On 4-post towers, made of 2 1/4-inch galvanized angle, and braced every 5 ft. Double trussed and reinforced vane. Two sets gears; two pitmans and double pitman pins. Large surface, double-length bearings on main wheel shaft and gearshaft. Extra heavy shafting. Simple pull-out device governs the mill automatically in any pressure of wind. The farmer wants a quality mill and you can sell him no better mill than the Medicine Hat. For durability, strength and superior construction the best mills sold. A sample mill on your floor will ensure sales. Every mill sold sells another.

Dealers: Pump Business With Profit in This Line

We manufacture 44 different types of Iron Pumps—a size and make to meet every conceivable requirement in your territory. The most complete pump line in Canada — made in the West for the Western Dealer. Prompt delivery guaranteed. Our pumps sell at a price that will help you meet and beat any competition, and their quality is recognized everywhere. Complete ready-to-fit pumping outfits supplied ready to assemble at the well. Hand, Windmill and Power Pumps and equipment that will solve any water supply problem you can meet. Now is the time to investigate the Medicine Hat Line.

WE MANUFACTURE

Double Gear Windmills — the World's Best Pitcher Pumps; House Force Pumps; Anti-Freezing Set Length Pumps; Double-acting Tank Pumps; Pump Jacks; Pressure Water Systems; Storage Tanks; Tank Heaters; Deep Well Cylinders; Valves; Leathers; Rings; Engines. Complete Pumping Outfits. We do all kinds of job galvanizing.

Write for our 114-page Catalog
and Liberal Agency Offer

The Medicine Hat Pump and Brass Mfg. Company, Limited

MEDICINE HAT, ALBERTA



Frank M. White Joins Emerson-Brantingham

The Emerson-Brantingham Co., Rockford, Ill., announces that Mr. Frank M. White has joined their organization as director of their farm power bureau. This new department has been organized to develop a closer relationship between Emerson-Brantingham dealers, owners, and the home company.

"The service that this department will render to implement dealers and their customers will make our company more useful and valuable to every Emerson-Brantingham dealer," said President Brantingham.

Mr. White is a well-known U.S. authority on farm power problems and thoroughly appreciates the relationship which should exist between the manufacturer, dealer

importance to Emerson-Brantingham dealers throughout Canada. Mr. White will continue the educational work in which he has had a wide range of experience among the owners of E.-B. machinery.

In the Twine Market

Manufacturers of binder twine in the United States and Canada have shown decided interest in East Africa sisal since it was offered in this market a short time ago for the first time since 1914, says the "Cordage Trade Journal." Lower freight rates and a fall in Sterling exchange have combined to reduce prices on East Africa sisal in this market until they are lower than either Mexican or Java, whereas in pre-war times East Africa sisal sold for more than Mexican sisal.

One Canadian binder twine manufacturer is reported to be using East Africa mainly in place of Mexican. Some questions have been asked concerning the presence of salt in East Africa, and analyses of both East Africa and Mexican sisal have been made recently, with the result that exactly the same amount of salt was found in both, a mere trace, amounting to one-hundredth of one per cent.

It will be recalled that Bahama sisal and maguey have been condemned as a binder twine material because they are retted in salt water, which, it is alleged, results in the twine when on bundles of grain in the field being eaten by insects. It is expected that the production of East Africa sisal will be stimulated by the British Government as much as possible during the next few years.

It is reported that Roumania has purchased between 1,000 and 1,500 tons of binder twine from a Canadian manufacturer, which is due to loans made by the Canadian Government to aid its foreign trade.

Because of the splendid results showing in winter wheat in the United States and the very low percentage of abandonment, it is reported that crop conditions across the border indicate a very large consumption of binder twine this year. In the States manufacturers have been operating their plants cautiously, as they do not wish to carry over large twine stocks, as was the case in 1918.

Notwithstanding many foreign inquiries, export trade in binder twine has been quiet. Manila fibre continues to recede in price; Mexican sisal fibre quotations are stationary, but Java and East African sisal are coming down in price.



FRANK M. WHITE

and farmer. For a number of years he was the head of the Agricultural Engineering Department of the University of Wisconsin, and recently engineering editor of the Orange Judd publications. His writings and bulletins have been widely read and he is well known in all parts of the agricultural field. As a member of the American Society of Agricultural Engineers, Mr. White has served as secretary and president of that society and now is chairman of the tractor test and demonstration committee.

The experience he has had in conducting tractor schools, and as a speaker at many implement dealers' conventions in all parts of the country, will enable him to render a much needed service in the development of the implement and tractor business.

The establishment of this farm power bureau is a move of great

Enough Power To Satisfy Any Farmer



ALLWORK dealers have the advantage of being able to offer a tractor that is built for all-round-the-year work. Powerful enough for heavy plowing—light enough to get out on wet land in early spring or on a soft seed bed, or for harrowing and seeding. Plenty of power for belt work.



The ALLWORK does *all* kinds of field work—with power to spare. Also does *every* kind of belt work (see photo below).



Guaranteed to Burn Kerosene Successfully

Free from freakish features. Runs on four wheels. Carries the largest 4-cylinder engine we know of any 3-plow tractor. Strong enough to haul 4 plows through loose soil. This engine is set crosswise on the frame, thus giving direct spur-gear drive—no bevel gears. And—*this assures 10 to 15 per cent more power at the drawbar.*

Furthermore, it will do any belt work with ease. It has power to spare for practically any job a farmer can call on it to perform. Write for dealers' terms and full details.

Electric Wheel Company, Box 327A Quincy, Illinois

Allwork

KEROSENE TRACTOR

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Distributors for Alberta

Good Ignition a Tractor Essential

The tractor is simply an adapted internal combustion engine, and the successful operation of any engine depends upon three fundamental principles. First, we must have a correctly proportioned mixture of fuel and air. Second, the mixture must be compressed to the right degree. Third, there must be a good, hot spark, correctly timed, to ignite it.

The fact that the spark must be hot indicates that the device producing the spark must be of such size and of such efficiency that it can produce sufficient electricity, of proper voltage, to produce considerable heat at the spark plug point. This hot spark of electricity must be correctly timed. This means that it must occur within a very small fraction of a second at the correct time, in

the compressed mixture. If the spark does not occur at the correct time, the efficiency and power of the motor is greatly reduced.

The first essential of good tractor ignition, therefore, is that the spark be hot. The second essential is that the spark be correctly timed. The third essential is simplicity of the ignition device. It must consist of as few parts as possible. These parts must be so assembled that they

are easily replaced if necessary because of accidental damage. The parts must be so simple, and so simply arranged, that even a novice can disassemble and reassemble the machine without mishap.

The fourth essential of good tractor ignition is that the ignition device be constantly efficient and so constructed that it does not require frequent adjustment. It must continue to perform its duty without any attention whatever, for long periods of time, and under adverse conditions.

As a fifth essential, the ignition device should be long-lived; that is, it should wear very slowly. The materials entering into its construction should be the best. The design should be as nearly perfect as man can devise. The rotating members should be mounted upon ball-bearings and ample provision should be made for lubrication.

As a further essential, the ignition device should be comparatively inexpensive. It should be procurable by the tractor manufacturer at a price not out of proportion to the cost of other parts of the tractor. What is more important, perhaps, is that it should be so simple, so constantly efficient, so long-lived, as to require very little upkeep expense. Under this essential is the proposition of cost and the more important proposition of after cost.

That an ignition device may produce a hot spark, correctly time that spark, require adjustment only at long intervals and be long-lived, it must be able to withstand the elements, especially dust, water and oil, all of which are encountered by a tractor ignition device. The device should, therefore, be so closely and perfectly covered that it is dust, water and oil-proof.

The performance of the motor depends absolutely upon the ability of the ignition device, to furnish ignition current. The performance of the tractor depends absolutely upon the performance of the motor. The conclusion may be correctly drawn, therefore, that the performance of the tractor itself depends, in a large degree, upon the ability of the ignition device to furnish a constantly efficient and hot spark. The reliability of the tractor—and the tractor itself is of little value if not reliable—depends upon the reliability of the ignition device.

A two-horse disc harrow will cover 1.1 foot acres a day, which in the case of an average harrow 6.4 feet wide would total 7.04 acres.

Massey-Harris



Ads. That Help the Implement Dealer

THE Advertisements reproduced above are a few of a series now appearing in all of the leading Farm Papers.

Every Implement Dealer realises how much easier it is to sell a well advertised line of implements. This is because the "Prospect's" mind has been favorably impressed by the reading of the Ads., and in fact, in many cases, the reading of the Ads. creates your "Prospect."

This Farm Paper Series, together with our Direct-by-Mail Advertising, consisting of numerous attractive folders, are a powerful factor in preparing the way for the Massey-Harris agent, and making it easy to sell Massey-Harris Implements.

No need to explain who Massey-Harris is, and what the name stands for. It is known to all farmers and stands for the best in farm Implements, and has done so for generations.

Applications for representation in vacant territories should be addressed to the Manager of the Branch nearest you.

HIGH QUALITY IMPLEMENTS—WELL ADVERTISED

MASSEY-HARRIS CO., LIMITED

Head Offices—Toronto, Ont.

Branches at—

Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current,
Yorkton, Calgary, Edmonton. Transfer Houses—Vancouver and Kamloops.

Agencies Everywhere

Frederick Robinson Passes On

It is with profound sorrow that we announce to the trade the death of Frederick Robinson, director and former vice-president of the J. I. Case Threshing Machine Co., Inc., of Racine, Wis.

Mr. Robinson passed away at his home in Racine on April 22nd. He was born in Kenosha, Wis., November 15th, 1862. He was reared and educated in his native city.

The first position that he held was as office man in the office of the National Vehicle Company of Racine. In 1887 he went to Denver, Colorado, where he engaged in the structural iron industry for several years. In 1896 he returned to Racine and became purchasing agent of the J. I. Case Threshing Machine Co. In 1898 he was one of the purchasers of the entire stock of the company, and was elected vice-president and general manager.

In 1914 he retired as vice-president, but remained on the board of directors and took an active interest in the affairs of the company. Few men in Wisconsin possessed a more keen business mind than Mr. Robinson. He began at the bottom of the ladder and by his industry, frugality and judicious investments accumulated a fortune.

Williams Joins Eagle Co.

W. H. Williams has resigned his position as assistant manager of the Nilson Tractor Co., Minneapolis, Minn., to become sales manager of the Eagle Mfg. Co., Appleton, Wis. The latter company builds the Eagle tractor and a well known line of ensilage cutters.

Mr. Williams is one of the pioneers in the tractor field. For years he held a responsible position with the Hart-Parr Co., Charles City, Ia., and was at one time manager for that organization at Portage la Prairie. He is well known to many Western Canadian dealers.

Useful Cost Record for Tractors

A Tractor Labor Record and Account Card that is complete, handy and practical has been designed by the Agricultural Extension Department of the Emerson-Brantingham Implement Co., Rockford, Illinois. This card is to be distributed free to all tractor owners and dealers who apply for it. The only request that is made is that the department be allowed to have a copy of the card at the end of the season. The card is 3½ by 8½ inches, and carries space for keeping a record of the

work done by the tractor for one week together with ample room for a record of all operating expenses. Any tractor owner who desires may apply and receive sufficient cards for the entire year. At the close of the season he can send the cards direct to the Agricultural Extension Department of the E-B Company, and they will make a summary of the work done and the entire cost of operation for the year. The record will then be returned to the tractor owner with this summary, so that he may know just what he has accomplished with his machine during the year.

This card has been compiled after careful study of a number of accounts kept by farmers, and is the most complete record that can be made simple and effective

and at the same time not be complicated.

This work is carried on by the Emerson-Brantingham Implement Company for the purpose of encouraging the farmer to keep an accurate record of what his tractor is doing. The Agricultural Extension Department is very anxious to learn just what is being done with tractors after they are in the hands of the owners, and they desire to get this information in the form of actual

PATENT
YOUR INVENTIONS

Send direct to Ottawa for free patentability report and booklet "Patent Protection" Clients' patents advertised in the "Patent Review."

Harold C. Shipman & Co., ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

records rather than from questionnaires.

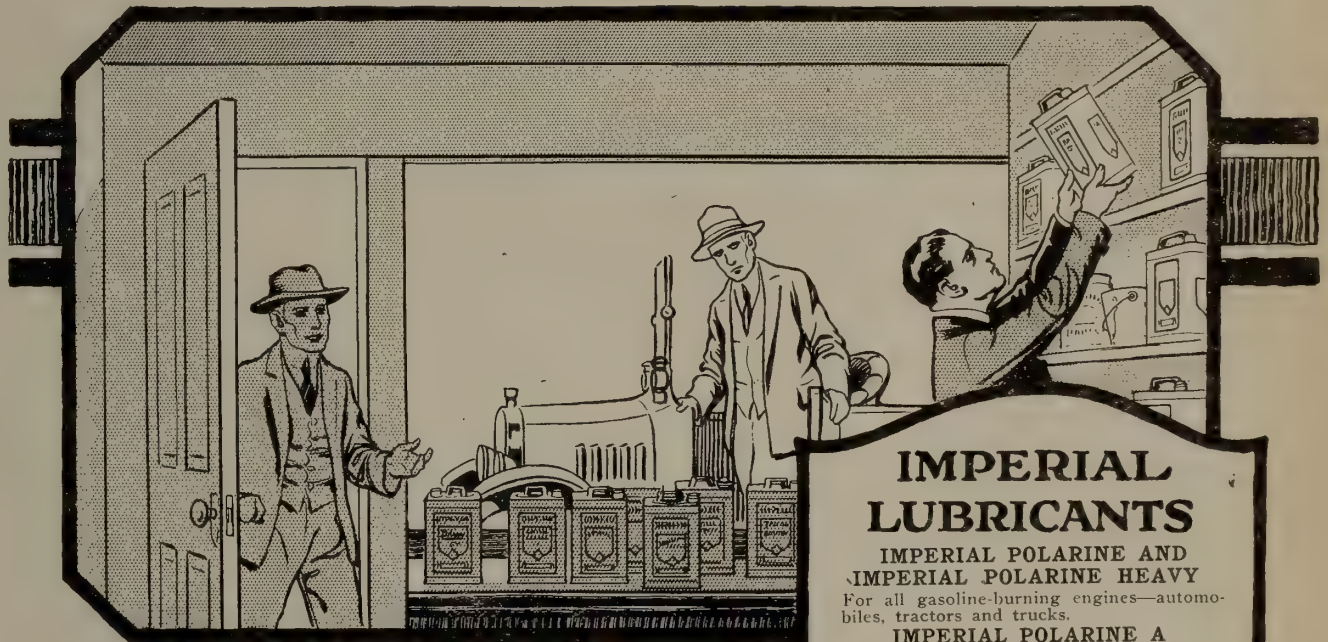
The tractor owner who does not keep careful record of his machine will never know whether or not it is really a paying proposition. And the tractor dealer can do no better service to his customer than to encourage him to keep such a record. This is an excellent opportunity for the wideawake farmer to receive a record with a minimum of effort and at no expense to himself.

**London Silo Moulds**

builds all sizes of Concrete Silos.
Over 17,000 Concrete Silos have been built in Ontario with these Curb. Send for Catalogue No. 10.

LONDON CONCRETE MACHINERY CO. LTD.
Dept. K., London, Ont.

Agents Wanted in all Unoccupied Territory
World's Largest Manufacturers of Concrete Machinery



SUPPLY THE DEMAND for IMPERIAL OIL LUBRICANTS

Think of the dozens of users for good lubricants in the farm market alone—then think how firmly Imperial lubricants are established in this field. Consider that Imperial oils have been used by farmers for generations and during all this time the high quality has been maintained. Now the great after-war increase in farming will create a yet greater sale of Imperial lubricants. Added to this is the salesmaking leverage of Imperial advertising in farm papers and newspapers—advertising that gives real information to farmers regarding oils and their uses.

All things considered, don't you think you ought to carry a complete stock of Imperial lubricants for your profit and your customers' demands?

IMPERIAL LUBRICANTS

**IMPERIAL POLARINE AND
IMPERIAL POLARINE HEAVY**
For all gasoline-burning engines—automobiles, tractors and trucks.

IMPERIAL POLARINE A
For all motors requiring an unusually heavy oil.

**IMPERIAL KEROSENE
TRACTOR OIL AND
IMPERIAL KEROSENE
TRACTOR OIL
EXTRA HEAVY**

For kerosene-burning stationary engines and tractors.

**IMPERIAL PRAIRIE
HARVESTER OIL**
A heavy-bodied oil for open bearings of threshers, binders and separators.

**IMPERIAL EL Dorado
CASTOR OIL**

A thick oil for worn and loose bearings.

**IMPERIAL CAPITOL
CYLINDER OIL**

For steam cylinder lubrication—tractors and stationary engines.

**IMPERIAL STANDARD
GAS ENGINE OIL**

For stationary and portable engines using either kerosene or gasoline.

**IMPERIAL THRESHER
HARD OIL**

For grease cup lubrication of bearings. A clean, solidified oil.

Imperial Farm Lubricants are for sale in ½, 1, and 4 gallon sealed cans, half barrels and barrels.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication
Branches in all Cities

A Novel Use for Tractor Power

Now that the war has been won, much information which has been heretofore censored is being released to the public. The J. I. Case Threshing Machine Co. of Racine, Wisconsin, is just in receipt of a series of photographs from its Paris, France, branch house, one of which is given herewith.

This picture illustrates a Case tractor known as the 9-18 H.P. at work in one of the aerodromes in France. Tractors have been found to be very successful for pulling planes out of their hangars and for towing in disabled machines for repair. The plane in the picture is one of the large "Farman" machines.



Case 9-18 H.P. Tractor Towing Bombing Aeroplane "Somewhere in France"

The Farman machine was originally designed as a big bomber; it has a wing spread of 92 feet and a total area of 1,775 square feet. It is equipped with two Salmson Star engines, hav-

ing a total power of 540 h.p.; it carries a useful load of 6,600 lb. and has a total weight of 11,000 lb. It has a speed of 100 m.p.h. and can climb 1,600 feet in four minutes. The two engines con-

sume 104 lbs. of gasoline and oil per hour.

While it might impress the dealer at first glance that this is just a novelty picture yet it proves to him the wonderful adaptability of the modern kerosene tractor. It is true that the tractor was designed and built primarily to be used for agricultural purposes, but it is being fast drafted into other industries. Already thousands of tractors are being used for road construction, many are being used to displace horses for work around large manufacturing plants; others are being used to haul wagons of material from town to town, and they are doing excellent work in the lumbering industry.

New Dealers for Turner Tractors

The Turner Tractor Sales Co., 195 Portage Avenue East, Winnipeg, distributors for Western Canada of the well-known Turner Simplicity tractors, have been busy appointing new dealers for their line. Among these are the following:

J. K. Hay, Foxwarren, handling 25 townships, who held a successful demonstration recently.

J. Grose, Gladstone, who is Turner dealer for 60 townships, reports good business in that territory.

The Eagle Garage, Dauphin, are distributors for the Turner Simplicity tractor in that territory. They held a demonstration and sold two tractors the first day they had a demonstration machine on hand.

Kelley Bros., Canora, Sask., have taken on the Turner tractor in connection with their garage. They will carry a stock of repairs and expect a large demand in that territory.

Terry Bros., Roblin, are Turner dealers for that district and report good business.

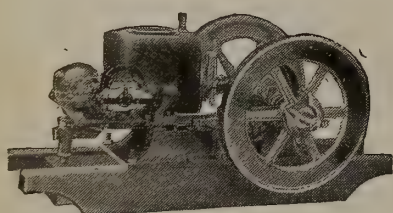
Bloom Bros., implement dealers at Glenella, have secured the Turner agency for that territory, while J. G. Collier, Macgregor, Turner dealer at that town, held a successful demonstration recently and reports keen interest locally in this popular tractor.

THE MANITOBA PEERLESS LINE WILL PUT NEW LIFE INTO YOUR BUSINESS



The Home of the Manitoba Peerless Line

During the Reconstruction Period confronting us, every Western Dealer should realize the necessity of supporting Western Industries so that labor may be employed. We make the goods at your door; you are assured prompt delivery. Our prices meet any competition, and give the dealer a REAL profit.

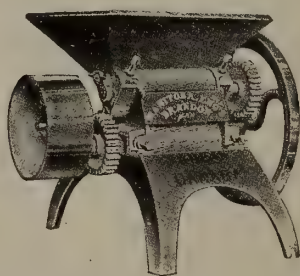


Made in 1½, 2½, 4½, 7 and 9 H. P. sizes. Equipped with WEBSTER magneto, variable speed, etc. MANITOBA PEERLESS Engines will put new life into your engine business. Handle them this year.



Stationary and Portable Throttle-Governed; Kerosene Engines

Made in six sizes. All equipped with four-speed change device; 6, 8, 10, 12, 14 and 16 H. P. Ignition by WEBSTER magneto. With plain or friction clutch pulley, as desired. Adaptable for combined or independent driven threshing outfits. Simple, reliable; deliver power in excess of rating.



2 and 3-Roller Crushers

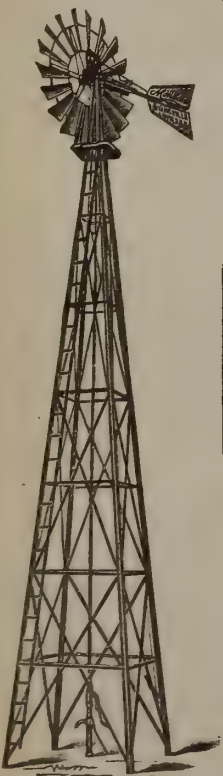
Investigate our 2 and 3 roller crushers for flaking oats for horse feed. Saves the cost of one each year. All hoppers fitted with screens. Now is the time to push the sale of these.

A FEW OF THE LINES WE MANUFACTURE:

Gasoline and Kerosene Portable and Stationary Engines. Windmills, Pumping Outfits, Wood and Iron Pumps, Pump Jacks, Feed Grinders, Roller Crushers, Saw Frames, Etc. ASK FOR CATALOG, PRICE LISTS AND PARTICULARS

Manitoba Peerless Windmills

There's a size to suit any farm. Our steel mills are made in sizes: 5 ft., 8 ft., 10 ft. and 12 ft., with 3 or 4 post towers for 8 ft., 10 ft. and 12 ft., and 3 post tower for 5 ft. size. Girted every 5½ ft. Furnished with side ladders. Height of towers: 20, 31, 42 and 53 ft. Our 10 and 12 ft. direct stroke vaneless mills fit the same towers as our steel mills, and are very popular in many sections. Ask for special windmill literature. We supply complete Pumping Outfits for any depth of well. Get particulars of this big selling line—NOW.



8 ft. Steel Back Geared Mill, on 42 ft. Tower.

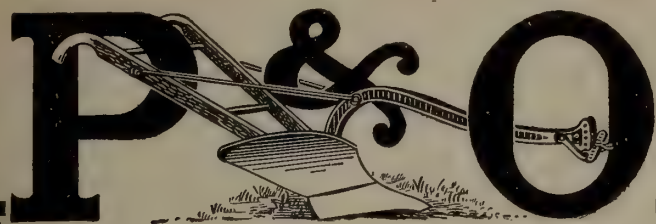


This illustrates our vaneless wood wheel out of the wind.

Manitoba Engines, Limited

BRANDON, MAN.



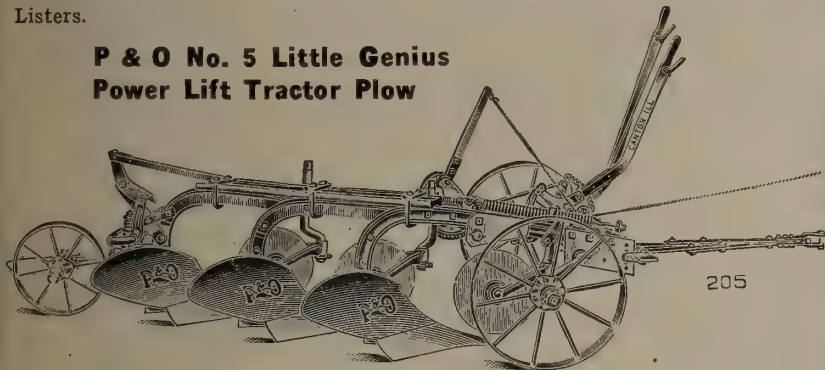


Tractor Tillage Implements

A line of positively excellent implements for use behind tractors. From the time the first steam tractors were used in farming operations, we have been building Tractor Implements. We hold the same place in the manufacture of this class of tools that we have held for seventy-seven years in the manufacture of horse-drawn implements. We have not only been leaders in the manufacture, but leaders in the development of Tractor Tillage Implements.

The line includes the P&O Little Genius for light tractors; the P&O Mogul, 4 to 8 furrow; the P&O Power Lift Tractor Disc Plow; the P&O Tractor Grub Breaker; the P&O Tractor Harrows; and the P&O Power Lift Listers.

**P & O No. 5 Little Genius
Power Lift Tractor Plow**



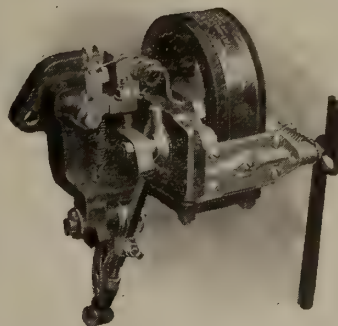
BUILT BY

Parlin & Orendorff Co., Canton, Ill., U.S.A.

HART PARR OF CANADA, Ltd. SALES AGENTS FOR CANADA
WINNIPEG REGINA SASKATOON CALGARY

WEBSTER TRI-POLAR OSCILLATOR

Banishes Ignition Troubles and
Starting Difficulty



Remember—"If it isn't a
WEBSTER Tri-Polar, it isn't
a Real Oscillator."

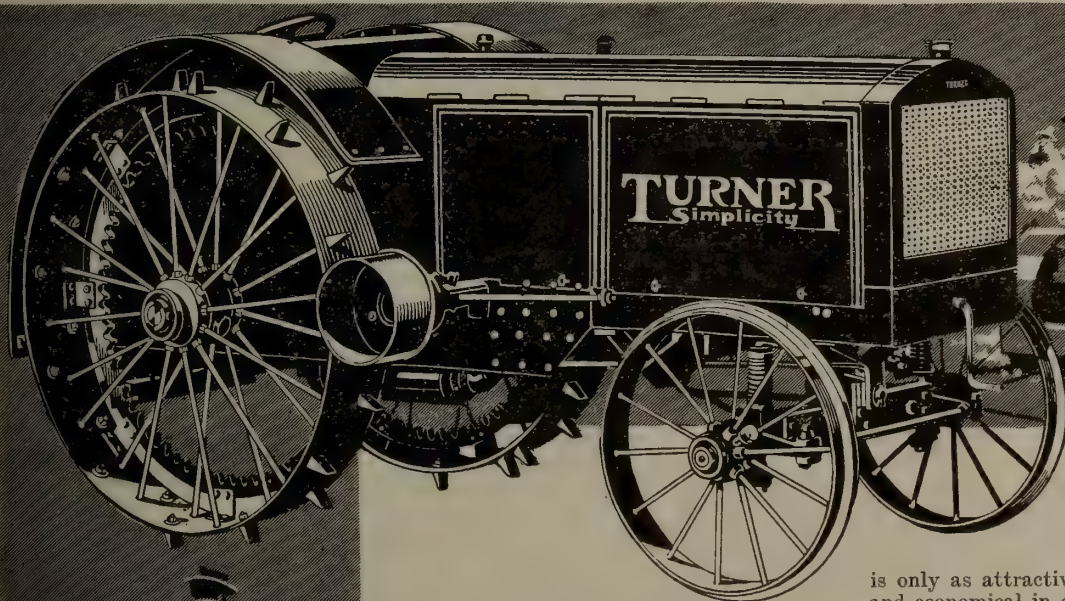
Your customers will have no more delays and expense from faulty ignition and hard starting when you sell them an engine equipped with Webster Tri-Polar Oscillator Ignition. Nearly half-a-million in use. Majority of engine manufacturers now make Webster Tri-Polar Oscillator standard equipment on all engines. Simplest; no rotating parts, brushes, moving wires, or batteries. Gets rid of high up-keep cost, expensive repairs, complicated adjustments. Starts largest engines surely and easily. Not affected by weather; will operate in pouring rain. Make this an asset in your business by handling engines equipped with Webster Tri-Polar Oscillator.

WRITE FOR BOOKLET AND FULL
INFORMATION

WEBSTER ELECTRIC CO.
RACINE, WISCONSIN, U.S.A.



An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.



The Tractor You Sell

is only as attractive as the tractor is tried and proven, practicable, and economical in operation. Continued sales, easy service demands, and contract renewals throughout the country prove that Turner success is hinged upon built-in principles of proven merit, of economy and service.

TURNER

Simplicity

has met the demand for a tractor that can be relied upon for constant performance on a wide range of work. On drawbar and pulley jobs the efficient delivery of power to wheels and belt has won Turner lasting reputation. Its reserve power to meet overload conditions, its low fuel costs, easy handling and thorough dust protection, contribute to the increasing sales records that have grown apace with production facilities. It is significant that the Turner is handled by leading distributors the country over. For immediate action on territory proposition—address

The Turner Mfg. Co. 215 Lake Street Port Washington, Wis.

CANADIAN DISTRIBUTORS:

Turner Tractor Sales Co., Winnipeg, Man.
Maxwell's, Ltd., St. Mary's, Ont.

Eugene Julien & Co., Ltd., Quebec, Que.
Capitol Motor, Edmonton, Alta.

U.S. Tractor Men Suggest National Tractor Bureau

The tractor section of the U.S. National and Implement Vehicle Association, at a recent meeting in Chicago, voiced the opinion that the U.S. Dept. of Agriculture should establish a bureau to conduct tractor tests, to determine draw bar and belt power ratings of machines and to furnish a certificate of the findings made by the bureau on each tractor tested. It is believed that certificates of power ratings issued by a Government bureau would be of such standing nationally and internationally as to fully satisfy all interested persons.


Such a plan would be a solution to the condition confronted by the trade in the United States where several state legislatures are now proposing a wide variety of tests to be imposed. It would mean a national tractor rating system which would be applied to all tractors, sold in any state whatsoever, and would avoid the complexity which must necessarily follow the adoption of different types of tests by the various states who are now following the Western Canadian provinces in the promulgating of farm machinery legislation.

Such a federal system of rating for stationary and portable engines and tractors is a good idea, and it could be followed by Canada with profit. We now have three different Farm Machinery Acts in operation in Western Canada in one selling territory. The standardization of implements has been an unmixed blessing, but we want to see Implement Acts standardized also by the adoption of uniform legislation for the whole of the Dominion. A federal certificate of horse-power rating should surely be satisfactory to tractor purchasers as a whole.

In the States such a step will do away with the enormous expense which would be entailed if manufacturers had to have their tractors tested in each of the states wherein their product was sold.

The Future of Dairying

Business now more nearly approaches a pre-war basis and as prices of farm products adjust themselves accordingly, the dairy business must and will assume greater importance than ever. As a country becomes more closely settled and land values increase, grain farming and wheat raising must, in the natural course of evolution, be followed by a more intensive system of agriculture,



**CANADIAN
FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MAY, 1919

which means dairy farming. Dairying, therefore, is the very foundation stone on which our future prosperity must be built and the dealer in every community who is alive to this development and anticipates it by making a leader of his cream separator business will not only reap his reward, but will come to be recognized as the real business builder in his locality.

The Need for Experts

In the farm machinery business we have always had a need for experts, but to-day the need for experts takes a far wider meaning. Canada as a nation wants experts. The time has come when merchant, manufacturer, dealer, farmer and financier should participate in the management of the country's affairs. The future struggle, political and commercial alike, must be conducted, in a broad sense, between these two great groups of people—the efficient and the incompetent. Here the expert must come in.

The government of trade and the running of Canadian business, upon which the life blood of the nation depends cannot be carried on at hazard. The traditional attitude of antagonism between groups, such as farmers and manufacturers, could be modified if there were more men who knew and fewer men who

talked. Our progress and development demand commercial experts—not the old order of politicians.

We submit that experts are as necessary in the task of reconstruction and development of production as they ever were during the war. Without the appointment of men expert in certain lines, so far as Britain is concerned, the war would not have been won. Government in the future, if trade and commerce are to flourish, must have its activities in the hands of experts. The day of the mere official has gone. Many improvements must be made, fundamental and important. They include the employment of labor, development of production, repairing war waste, revenue raising, creation of new work, and so on. All of these depend on the foundation of trade. Trade is a big problem. It cannot be solved by deputations, by commissions or by politicians. It is a matter that requires experts.

Depreciation on Implements

The average annual depreciation on farm implements, according to recent investigation, is approximately 20 per cent. This is lower than for harness, which is 25 per cent. It was found that depreciation on fences and farm buildings is 3 per cent. The average useful life of the article was used as a basis for calculation.

Protect Your Business

What is your policy with regard to the amount of fire insurance carried? Having in mind the higher value of all your stock as well as buildings, as compared with pre-war period, are you carrying full 100 per cent fire insurance or what percentage of full present values?

Do you carry sufficient insurance in the event of a fire to protect your own interest and to pay your creditors dollar for dollar?

Do you realize that under the present existing conditions, should you be unfortunate to suffer a fire loss, that you might not replace your present stock at any price?

Do you know that the matter of insurance has an important bearing on your credit standing with the supply concerns.

If you have not considered this matter of insurance we would suggest that you look into it at once and take out insurance.

Better Roads a Necessity

People are beginning to realize what roads mean—not as a means of enjoyment, nor as a convenience, but as a great factor in the economic growth of Canada. They realize that poor roads mean restriction of the social as well as the commercial opportunities of life, and that good roads mean quicker transportation, cheaper transportation, a saving of labor, and the consequent opening of new channels of employment, broader and nearer markets, and that they are the avenues for a wider and better social relation. To no class does road improvement mean so much as to the farmer. No less important, however, than road construction is adequate provision for road maintenance. To build roads without such provision is an economic waste.

An important feature of road work to this industry is the future of the motor truck. This month a motor truck delivery system has been inaugurated between Winnipeg and Portage la Prairie. What does this signify? In the United States the railroad administration is to greatly curtail the construction of spur or feeder lines. This at once opens up possibilities for the motor truck, for the demand for transportation is constantly growing.

Some railroad authorities, even in Canada, openly advocate the establishment of country truck lines, especially those running at right angles to the main rail routes, and we believe this entente could be fostered to the mutual benefit of both parties.

A study of the short haul problem is necessary in Western Canada in order that the relations of both rail and truck thereto may be better understood, and the economic field of usefulness of each be better determined.

Good roads benefit the farmer, and increase the value of his holdings. Whatever will increase the farmer's prosperity merits the attention of the farm machinery dealer. In each community the dealer should be an advocate of better roads and of adequate road maintenance, and in this connection road machinery is a factor the dealer should pay attention to.

The Farmer's Credit

The long experience of the implement industry, while acting as banker for many farmers, in a sense, is proof that credit is the prime need of the farmer. The farmer is seldom sure of his income for a certain season, and many times good credit would enable him to retain stock and to purchase necessary equipment to allow him to increase his volume of production.

Agricultural credit has been a factor that we knew much regarding in the farm machinery trade. The farmer's incessant cry is that the cost of machinery and equipment is too high. Beyond the present factor of high manufacturing costs as regards labor and material, if the implement industry cannot more nearly do business upon a cash basis, the fact of credit sales must have a reflection upon the unit cost of farm machinery.

It seems to the writer that agricultural credit, properly applied, is the soundest credit, but it should not be the part of the implement industry to extend such credit. Strangely agricultural credit has received the least thought from financiers. No greater service can be rendered Canada than the complete solution of the problem of giving the farmer credit when he needs it. Agriculture is the fundamental industry of Canada, and this industry prospers as agriculturists prosper, or the reverse. For this reason any body of men who solve the farm credit problem and applies the solution will do the nation a great service.

In many cases the farmer neglects the financial side of his business. It often appears that the talent and taste for farming, tilling the soil, and caring for crops and animals does not combine in a person's nature with faculties for making a business success.

This does not mean that there

are no successful farmers, because there are a great many. Neither does it mean that farming is not a profitable business, for it pays those who plan carefully and carry out the plan as well as possible. However, many farmers are unable to make a success of farming from a financial point of view. If their credit troubles are solved the result will be to the everlasting benefit of every branch of trade, and not least that of merchandising farm machinery and equipment.

British Tractor Fleet Demobilized

The fleet of tractors supplied to farmers by the British Government was recently demobilized. It is anticipated that these tractors will pass to private agricultural interests, thus greatly strengthening and improving the resources available for food production. The value of the tractor is said to have exceeded the most sanguine hopes in the production of grain and potatoes, and its use is now looked upon most favorably by farmers.

The British food-production department reduced the number of types from 20 to 6 in order to simplify the supply of spare parts and the repair of breakages, as well as to promote the rate of output, but British experts favor private ownership for securing the maximum of efficiency and economic result.

Food the Basis of Values

The farmer should not forget the fact that food prices affect the cost of every other commodity, including that of the implements and tools that raise food. If food is cheap every other commodity will be cheap, and if food is dear every other commodity will be dear. This is a fundamental principle in economics. The reason is perfectly obvious. The laborers who fabricate the raw materials must receive a living wage and the amount of this wage depends very largely upon the cost of food. Also, the fact must not be lost sight of that in the farm-machinery industry the labor cost of manufacturing greatly exceeds the cost of the raw materials.

Furthermore, all materials from which the present year's supply of machinery were made were bought at war prices and will have to be sold at war prices. Neither the manufacturers nor the dealers can sell at a loss and continue in business. There may be a slight drop in material prices next year, but unless the cost of labor is reduced we cannot expect much recession in prices of finished goods.

In fact, our whole economic fabric is woven and interwoven

in such a way that the costs of every part must come down gradually and together if we would avoid disaster. With food prices at a high level everything else will be high priced. Prices will never go back to their old level. We are on a permanently higher price level. We can never expect to obtain materials at the prices of 1914 or 1913. On the other hand, farmers will never again be paid prices for produce as low as the prices they were paid in 1914 or 1913. There is no price slump coming. Many months have gone by since war ended, yet prices of a great many commodities have gone up rather than down.

Next year there may probably be some change in price, but any change will be slight. The price of labor can scarcely be expected to recede, and labor is the basis of cost on all materials. The readjustment of prices after a great war is a gradual process, and we have just passed through the greatest war the world has experienced. On that reasoning, price readjustments will take much longer than ever before.

Saskatchewan's Fire Loss

During 1918 the fire loss in Saskatchewan resulted in property destroyed to the value of \$2,250,000. Forty-five lives were lost and thirty persons injured. Out of the forty-five tragedies, 19 were the result of carelessness. The total number of fires in 1918, exclusive of those in elevators, was 1,333, of which 505 were in dwellings, 17 hotels, between 80 and 90 in stores, 21 in schools and 31 affecting automobiles. The causes given for the fires bear out the contention of Mr. Fisher, fire commissioner, that the majority of the fires are preventable in a most striking way, because the burning of rubbish was responsible for 75 fires. Stoves of one kind or another and through various kinds of carelessness in connection with their location, condition, use of fuel, installation and state of repair caused 333 fires.

Four for a Thousand

It is reported that Henry Ford & Son will establish a new company to make an automobile that will sell at \$250 to \$350. This new Ford product should about put the crimp on street cars. In talking of it, Edsel Ford says: "The car will reach a new field, going to the people who have no further need for a motor car except to go to and from work, or for infrequent pleasure trips." We may next look for the Kids' School Runabout at \$98.50.

Personal

John Dodd has opened a store at Gainsboro.

T. L. Young is an addition to the trade at Bruno.

A. Coles, Strassburg, has sold out to C. H. Foss.

The Swartz Service Station is a car hostelry at Brandon.

C. E. Bengstin is the name of a new dealer at Erickson.

F. Letcher, Drinkwater, has bought out A. D. Hunter.

C. Vestre, dealer at Bromhead, has sold to W. P. Mingle.

Peter Gancer has opened a dealer's business at MacRorie.

John Best is carrying on a harness business at Sovereign.

S. D. Heltz, Quill Lake, has sold to Gurner & Lockhart.

Walters & Belcourt are automobile dealers at Aberdeen.

F. W. Fulsher, Rathwell, has bought out W. A. Louiselle.

John Egger is owner of an accessory business at Macleod.

J. A. Reimer has commenced an automobile business at Giroux.

P. Cleland has commenced an automobile agency in Regina.

H. S. Jerow has opened an implement business at Alderson.

Albert Hunt has commenced an implement store at Plato.

Clegg & Lawrie are a new machinery firm at Brookdale.

Harry Mitchell is a recent addition to the trade at Conquest.

Agar & Smith—the new sign on an auto sales agency at Ituna.

Burgess & Lawler are a newly organized concern at Boissevain.

August Luis is owner of a farm machinery business at Humboldt.

W. W. Burd is carrying on a farm equipment business at Horizon.

Victor Parkes has commenced an automobile business at Emerson.

Cap & Smith have opened an implement warehouse at Radisson.

Roy Connor is now carrying on an automobile business at Princeton.

D. M. Lawrence has bought out R. R. Gordon, a dealer at Wilcox.

P. Prefontaine is owner of an automobile business at Salmon Arm.

E. G. Smith has taken a partner into his business at Weyburn.

Universal Distributors is a new manufacturers' agency opened at Regina.

Kerr & Franks are a firm of

automobile dealers at Mortlach.

A. W. Adams, implement dealer, Lang, has sold out to J. E. Howe.

Lee & Wadsworth are carrying on an automobile business at Hanley.

J. O. Backlund has commenced a retail implement business at Leipzig.

W. S. Cameron, Waskada, has sold out to a dealer called Duncan Day.

Streimer & Regier, dealers at Waldheim, have sold out to H. Neufeldt.

Andrew Zwack has commenced an implement business at Cudworth.

Halland & Halland is the name of a farm machinery concern at Starbuck.

H. Reid automobile dealer at Summerland, has sold out to A. E. Smith.

The West End Engine Works is a new concern now operating in Yorkton.

The Union Trades, Ltd., is a new automobile concern located at Winkler.

Buchanan & Olive is the name of a new implement firm located at Stettler.

W. J. Gray will open an auto business at Rossburn in the middle of May.

Redhill & Stewart, dealers at Sperling, have sold out to Charles S. Stewart.

H. F. Woodman, harness dealer at Big Valley, has sold out to H. C. Schmely.

Leander & Erickson, auto agents at Young have dissolved partnership.

P. A. Sharpe & Co. have bought out the interests of L. H. Deacon at Penzance.

Toews & Fehr are now doing business as implement dealers at Rosenfeld.

Lemyre & Belisle are now carrying on an implement warehouse at Gravelbourg.

C. W. White has sold his automobile business at Simpson to Luker & Mills.

Mike Grumey now operates a hardware and implement business at Smoky Lake.

Lidgate Bros. have opened an automobile and accessory business at Creston.

John Newman owns a hardware and implement business in the village of Hyas.

The Roland Hardware Co., Roland, has increased its capital stock to \$50,000.

A new concern in Calgary is

the Gasoline Drum Pump Co. The capital is \$20,000.

The Automatic Valve Co. is a new concern recently incorporated in Winnipeg.

The Hyatt Steel Products Co. is a new company incorporated at Port Moody, B.C.

H. R. McClung, an implement dealer at Gainsboro, has sold out to Martin & Spangle.

Shaw & Wylie, dealers at Ox-bow, have dissolved partnership. R. V. Shaw continues.

Phillips & Townsley are a new concern at Reston. They also have a branch at Hague.

The Carmangay Motor Co. in the town of that name is owned by Arnold & Anderson.

F. S. Fowler & Co. have commenced a hardware and implement business at Stewart.

The Clipper Sickle Co., capitalized at \$150,000, was recently incorporated at Edmonton.

In the firm of Hill, Ltd., auto accessories, Vancouver, John Benson now has a half interest.

G. Christianson had a fire loss recently on his premises at Keeler. He handles automobiles.

W. W. Charlton is the name of an implement dealer who recently opened up at Brooks.

The National Farm Tractor Co., Winnipeg, distributors of National tractors, has been incorporated.

D McPherson, a dealer at Langbank, sustained a fire loss in his warehouse during April.

S. & H. Borbridge, wholesale harness dealers at Brandon, will move their business to Winnipeg.

The plant of the Brett Mfg. Co., Winnipeg, manufacturers of incubators, was recently destroyed by fire.

New automobile concerns at Vonda are: Marlow Bros., The Mitchell Garage and Peter Raymond.

A. Goulet has purchased the implement stand at Meyronne formerly carried on by B. S. Lavergne.

The Ideal Fence & Spring Co., Winnipeg, recently suffered considerable loss by fire in their premises.

Barkwell & Dobbin, dealers at Treherne, are the latest addition to the implement fraternity in that town.

Geo. Fast, and Friesen & Loepky, are two concerns who recently commenced automobile agencies at Laird.

Browning & McKenzie, implement dealers at Fairmont, have dissolved partnership. Mr. McKenzie continues.

Isaac Moore, an automobile and implement dealer at Cypress River, has sold out at that point to Johnson & Orr.

A. P. Daniels now owns the implement and automobile business at Gravelbourg formerly carried on by J. Thorson.

E. A. Kemp, sales manager of the Canadian Fairbanks-Morse Co., Winnipeg, recently visited Regina and Saskatoon.

All claims on the Boyce Carriage Co., Winnipeg, must be filed with the Canadian Credit Men's Association by May 13.

Mosiman Bros., Guernsey, Sask., are opening an automobile business at Yorkton. They will handle Maxwell cars and trucks.

G. C. Haldeman, auto dealer at Vegreville, has taken a partner into the business. The firm's name now is Haldeman & McLean.

In the town of Superb the Superb Stooker Co. has been incorporated. Hope that the machine is as good as the name.

The J. I. Case Plow Works Racine, Wis., recently announced the appointment of Arthur N. Semones as advertising manager.

J. E. Morgan, implement dealer at Colonsay, has taken a partner into the business, which is now known as Morgan & Baird.

Scherborn & Bobyne, implement dealers at Hafford, have dissolved partnership. Mr. Scherborn has now sole control of the business.

The Farm Machinery Mfgs. Co., Saskatoon, has received authority to change the name of the concern to Jackson Machines, Ltd.

J. H. Kennedy, an implement man at Elm Creek, has taken a partner into his business, which is now known as Kennedy & Berry.

Kerr & Bailey, implement and automobile dealers at Stenen, have dissolved partnership. R. W. Bailey now has control of the business.

Clark & Newby are new automobile dealers at Virden. In the same centre R. A. Hickling, implement dealer, has sold out to J. J. Irwin.

Kellgren & Graham have discontinued their implement business at Eston. A. Morrice carries on a machinery business in the same town.

David Drehmer, manager of the John Deere Plow Co., Winnipeg, recently returned from a visit to the Deere head offices and plants at Moline, Ill.

E. S. Strachan, Canadian sales manager of the Swedish Separator Co., lately returned from a

visit to the head offices of his company in Chicago.

G. W. Elliott, manager of the Medicine Hat Pump & Brass Co., recently stopped off at Winnipeg on his way West after an extended trip to points in the United States.

The Allen Jack Co., Lethbridge, has been formed to handle tractors and farm machinery. The capital of the concern is \$25,000. Mr. Jack is well known to the Alberta trade.

It is reported that A. L. Clemens, an implement dealer at High River is discontinuing operations. In the same town the High River Motor Co. has taken the International agency.

J. E. Morgan, implement dealer at Colonsay, has added hardware lines to his farm machinery business and has taken R. A. Baird as a partner to take care of that branch of the trade.

W. R. Cole, Western Canadian manager for the Robt. E. Bell Engine & Thresher Company, during April spent a week in Regina arranging for the opening of a branch in that city.

The Emerson-Brantingham Co., Rockford, Ill., announces the appointment of J. M. Rankin as director of the agricultural extension department. He succeeds A. M. Ten Eyck, who has resigned.

Frank Culbertson, until recently domestic sales manager for the International Harvester Co. at Chicago and who has retired after forty years in the company's service, is now enjoying a holiday in Florida.

R. S. McLaughlin, president of the McLaughlin Motor Car Co., Oshawa, Ont., spent a week-end in Winnipeg recently. The McLaughlin organization report a phenomenal demand for their 1919 models.

F. H. Edson, who has been with the John Lauson Mfg. Co., New Holstein, Wis., during the past year in the capacity of assistant sales manager, has been appointed advertising manager of the organization.

Hugh M. Craig, who has been connected with the Janesville Machine Co., Janesville, Wis., for many years, has been appointed trade manager of that organization and will have entire charge of the domestic sales.

S. S. Bean, former trade manager of the Janesville Machine Co., Janesville, Wis., has been transferred to the Samson tractor organization of the company. Mr. Bean was at one time connected

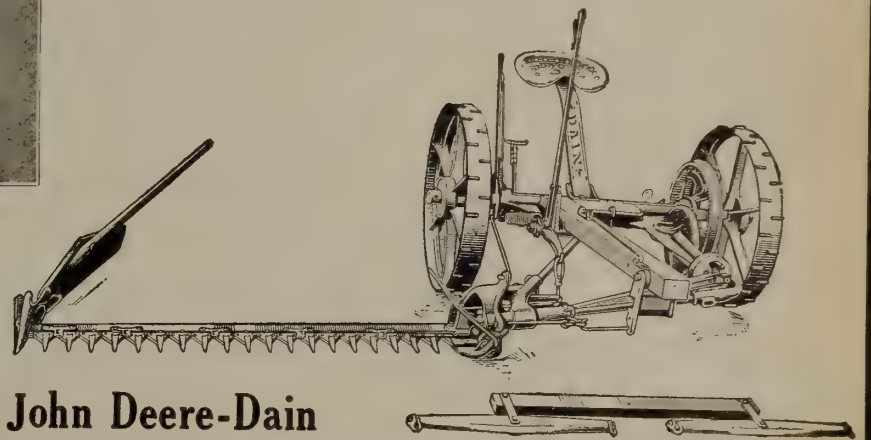
John Deere-Dain System of Air-Curing Hay



Showing John Deere-Dain left-hand side delivery rake in the field.

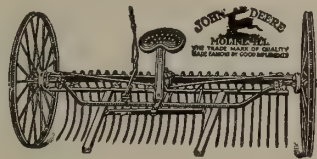
The mower can be followed closely by the Dain side delivery rake. It will turn the swath into windrows with the leaves inside and the stems outside, air-curing the hay so as to maintain its color, save its feed value, and produce a crop that will bring the highest prices. Write for booklet describing this system—free.

For quick, profitable hay-making, a dealer cannot supply his customers with a better tool than the John Deere-Dain left-hand, steel, side delivery rake—four wheels. Display one of these rakes on your floor and talk this method to every farmer in your community.



John Deere-Dain Mower

John Deere Self-Dump Steel Sulky Rake



Built entirely of steel and malleable iron. Steel frame braced by steel angle connections. Foot dump, foot trip and hand lever are connected so as to make operation easy. Strong wheels, steel axles, trussed rake head, proper cleaner fingers, adjustable seat—these are some of the main features. This is a rake that gives perfect satisfaction in the field. Write for folder.

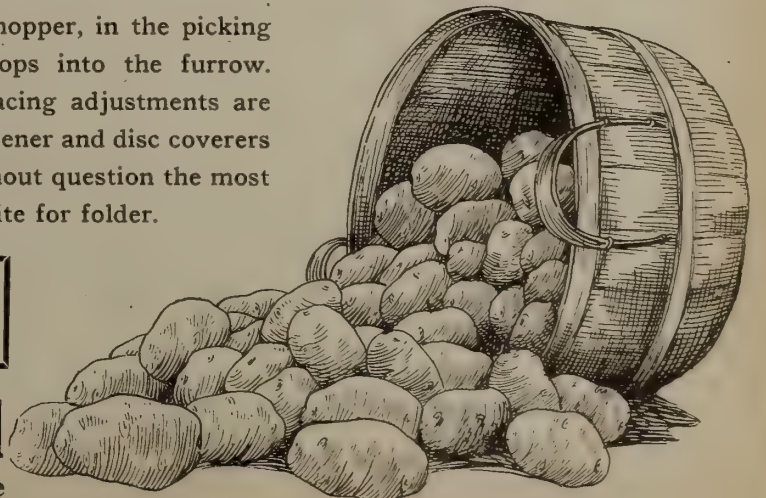
Main frame is in one solid piece and will stand the most severe strain. Driving gears consist of but three pieces arranged in such a way that the thrust of one pair equalizes the thrust of the other pair so that all side wear and strain upon the bearings is eliminated. This construction gives smooth, steady motion to pitman and does away with all end thrust in pitman. The extra long wood pitman has least possible angle and gives a powerful stroke. Adjustments are easily made in lining up bar or centering knife. Cutter bar mounted flexibly insures perfect work under all ground conditions. Adjustable draft hitch permits the Dain mower to overcome all side draft. Write for folder.



The big, broad concave wheels and roller bearings on main axle and intermediate shaft give extra light draft.

It's time to talk Hoover Potato Planters

The absolutely visible planter. The driver on the seat at rear of machine can watch the seed in the hopper, in the picking chamber, and also every seed as it drops into the furrow. Hopper has three-bushel capacity. Spacing adjustments are simple and positive in action. Furrow opener and disc coverers are controlled by one lever. This is without question the most satisfactory planter on the market. Write for folder.



Every dealer should check up his John Deere literature now, and write us for any that is missing—we are glad to help you.

John Deere Plow Co. Limited
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

with the Tudhope-Anderson Co. in the Canadian West.

D. B. McPherson, formerly office manager of the Saskatoon branch of the Massey-Harris Co., where he has served since 1907, has been appointed manager of the Swift Current branch of the Massey-Harris organization.

We are glad to report that H. F. Anderson, manager of the Tudhope-Anderson Co., Winnipeg, who has been seriously ill in England, is now greatly improved and anticipates sailing for Canada about the middle of May.

The death is reported at Estevan, of George Thompson, well known in that part of Saskatchewan, who a few weeks previous to his death had taken over the agency of the Massey-Harris Company for Estevan district.

The Frederick Sager Company, Winnipeg, has been formed for the purpose of manufacturing and selling a machine known as the "Combination Grain Cleaner and Grader." Frederick Sager and E. A. Hudson are interested in the company.

S. A. Giffin, who for the last four years has been eastern representative for the Aspinwall Mfg. Co., Parlin & Orendorff Co., and several other manufacturing companies, is now to assume charge of the Emerson-Brantingham Implement Company's Minneapolis branch.

Wm. Butterworth, president of Deere & Co., is named as one of the directors of the American-Roumanian Chamber of Commerce recently formed to assist American business interests in

the development of opportunities in connection with the reconstruction of Roumania.

Chester O. Reed, formerly head of farm mechanics of the University of Illinois, and for the past two years connected with the Geo. W. Batten, has been appointed advertising manager of the Samson Tractor Company and the Janesville Machine Company, Janesville, Wis.

A. Gooder, special representative of the J. I. Case Plow Works, Racine, Wis., whose headquarters are in Minneapolis, recently spent a few days with the Canadian Fairbanks-Morse Co., Winnipeg, distributors for J. I. Case plows. Mr. Gooder went West and visited Regina, Saskatoon and Calgary.

H. W. Jones, familiarly known in the trade as "Gas Engine" Jones, died in Chicago during April. He had been in poor health for the past two years. Mr. Jones was one of the best posted men in this branch of the trade, and had been an active member of the National Gas Engine Association for years.

W. W. Kane, formerly with the Aultman-Taylor Machinery Co. at Regina, has joined the staff of the Tri-State Machinery Co., Minneapolis, for whom he will cover western Minnesota territory. The

Tri-State Company are distributors of Allwork tractors, manufactured by the Electric Wheel Co., Quincy, Ill.

W. G. Pollock has sold his new garage in Neepawa to H. R. Rutledge. This concern will be known as the Neepawa Garage Co. and, besides handling automobiles, will add a line of farm machinery, tractors, separators and farm lighting plants. The transaction involved a cash consideration of more than \$15,000.

It is announced that Colonel W. B. Brinton, president of the Grand Detour Plow Co., Dixon, Ill., will resign his position about June 30th. The entire management of the business will be turned over to Bradford Brinton and Alfred Leland. Mr. Brinton will spend from four to six months each year where the climate is warmer.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, returned from an extended trip through the West, during which he visited the distributing houses of the Cushman organization at Moose Jaw, Saskatoon, Calgary and Edmonton. Mr. Donovan reports an excellent demand for their lines and anticipates a busy season.

"National" Trucks in West

J. L. Acker, sales manager of the National Steel Car Company, Hamilton, Ont., recently returned east after a visit to Western Canada, during which he established sales representatives for the "National" line of motor trucks which are made in Hamilton by his organization. He reported sales of over \$250,000 in the West. Following are the distributors for the "National" truck:

In Saskatoon the "National" representatives are the Smith Motor Truck Sales Company, Limited.

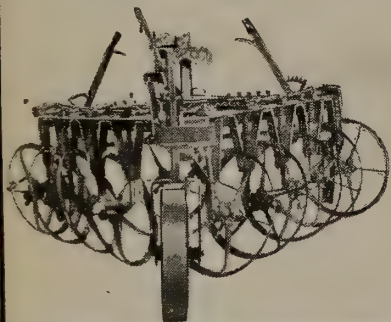
In Winnipeg, The Western Canada Motor Company, Limited.

In Vancouver, the Sigmore Motor Company, Limited.

The Calgary representatives will be Messrs. Peacock and Lee-son, and a garage and service station to take care of "National" trucks exclusively is being erected in that city.

"New Era" Rotary Cultivators

Canada's Best Weed Killer



This cultivator pulls the weeds out or cuts the roots off under the ground, placing them on top, which the duck-foot, shovel-point or toothed cultivator does not do. Use the "New Era" Cultivator to clean the land of sow thistle, twitch grass, and all noxious weeds. By use of the levers the open discs are adjustable to any angle and to cut any depth desired. Secure the sale of the "New Era" Cultivator in your locality. Good, liberal discounts allowed to dealers.

MANUFACTURED BY

Stewart Sheaf Loader Co., Ltd.
470 MARTIN AVE. WINNIPEG

MOWER AND BINDER REPAIRS



For

DAIN

DEERE

DEERING

EMERSON

FROST & WOOD

MASSEY HARRIS

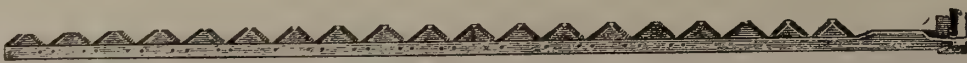
McCORMICK

ASK FOR

"NUMBER FOUR"

IMPLEMENT CATALOGUE

AND "PRICE LIST"



D. ACKLAND & SON LTD.

WINNIPEG

CALGARY



OUR ENGRAVINGS
SPEAK
FOR
THEM-
SELVES

STOVEL CO. LTD.
WINNIPEG, MAN.

A Tractor of Novel Design

The latest tractor on the market is a track-layer capable of a variable weight of from 3,000 to 5,000 lbs. by means of water ballast in the two main idler wheels of hollow design. It is claimed by the designers that when these wheels are filled with 1,200 lbs. of water the same efficiency is obtained as though the tractor weighed 5,500 lbs. The name of the tractor is the Ohio General, manufactured by the Ohio General Tractor Co., Cleveland, Ohio. Weight flexibility is procured by the installation of coil springs, on which the main idlers and six secondary idlers are mounted. The frame of the Ohio tractor has a clearance of 17 inches.

This tractor is equipped with a Buda motor $4\frac{1}{4} \times 5\frac{1}{2}$ inches. A Bennett carburetor draws pure, clean air through a Bennett air cleaner. Ignition is by a Dixie magneto, while the machine rolls with a minimum of friction resistance on Timken roller bearings. The speed of the motor is controlled by the Pierce governor.

Three speeds forward and one reverse allow for two miles per hour on low speed, three miles an hour on second or plowing speed, and four miles per hour on high gear. Reverse is at ratio of three m.p.h.

A good idea of the compactness of the Ohio General can be obtained by considering that its total length is only 88 inches over all, that it is 54 inches wide, 50 inches high, has a ground clearance of 17 inches and turns within a radius of 9 feet. A traction surface of 768 square inches is obtained by 4 feet of 8-inch tread always on the ground, exerting on the ground less than four pounds pressure per square inch. The manufacturers state that with water ballast this tractor will pull four 14-inch plows at 3 m.p.h.

British Grain Prices Guaranteed

The British Government has guaranteed a price for the 1919 crop in the United Kingdom. In Canadian values the British guarantee is as follows:

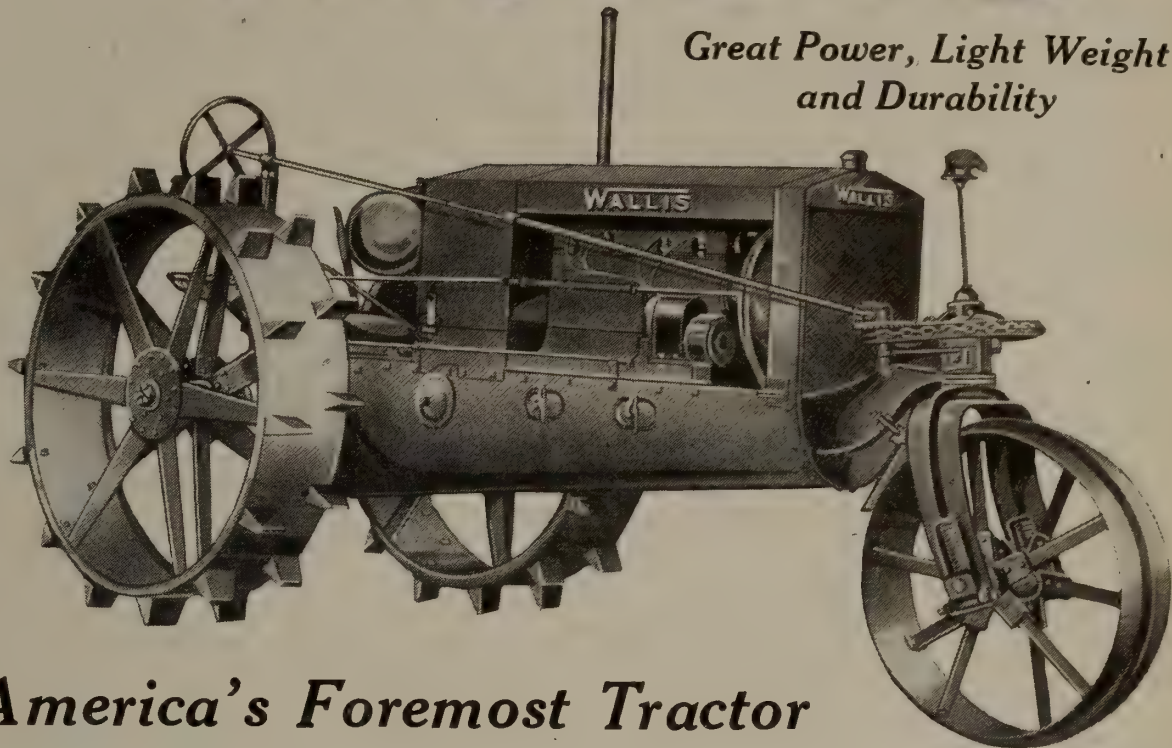
Wheat, \$2.14 a bushel; oats, \$1.93 a bushel, and barley, \$2.21 a bushel.

It is reported that the British farmers will receive payment of the difference between the actual market price and the guaranteed market price.

Asks a trade writer, "What makes a retailer prosper," Profits, we should say.

WALLIS

Great Power, Light Weight and Durability



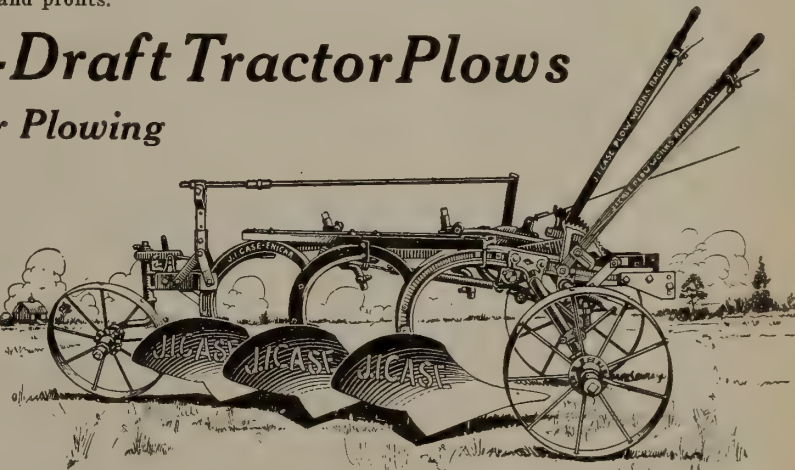
America's Foremost Tractor

Wallis first combined great power, light weight and durability in a tractor. The Wallis "U" frame is the strongest yet lightest construction known to tractor designers. The Wallis weighs 1000 to 5000 lbs. less than tractors of equal power. By eliminating needless weight, by making all gears of drop-forged, cut and hardened steel, by enclosing all working parts in a dust-proof oil bath, Wallis design adds 30 to 50 per cent to the actual pulling power produced from each gallon of fuel. The Wallis appeals to the man who wants real tractor value. To sell Wallis tractors pays the dealer handsomely in both prestige and profits.

J. I. Case Light-Draft Tractor Plows

More Acreage---Deeper Plowing

The world's lightest draft plow because the drag of furrow bottom and landslide pressure have been eliminated. Weight of frame is carried on J. I. Case dust-proof, easy lubricating wheels. Turn more acres and plow deeper with less fuel, labor and repair expense. Descriptive literature will interest you.



**Stands Every
Test of
Service**

Investigate Fairbanks-Morse "Tractor Special" Separators



Two sizes: 20x42 and 24x46

Especially designed for light tractor use. Heavy double bar cylinder. Self-aligning bearings. Large grate surface. Perfect balance. Full equipment of sieves and special weed screen. Have Self-Feeder, Wind Stacker and Automatic Register. Strong sheet steel body. Braced and built to stand every strain and give enduring service. Ask for catalogue and proposition.

The CANADIAN FAIRBANKS-MORSE CO. Limited
SASKATOON WINNIPEG CALGARY

We Manufacture and Distribute:

Type "Z" Stationary Engines—Fairbanks-Morse Combination Threshers—Light Tractor Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers—Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems—Pumps—Pump Jacks—Washing Machines, etc.

'EASTLAKE' TANKS



Cheapest because they're the Best

THE "Eastlake" Round End Stock Tank is very popular. Made of highest quality, heavy galvanized iron; the heavy tubing is firmly locked on and the strong angle iron braces are formed around the tubing. Side seams have double row of rivets. Bottom is turned up inside—the strongest construction known.

"Eastlake" Tanks are right in every rivet. All styles including, House Tanks, Cisterns, Granaries, Hog Troughs, Gasoline and Coal Oil Tanks, Wagon Tanks, Snow Melters, Feed Cookers, etc., Well Curbing, Corrugated Culverts, Garages.

Ask for folder on the Tank you want.

189W

The **Metallic Roofing Co.**
Manufacturers Limited
797 Notre Dame Ave. Winnipeg

A New Sheaf Loader Catalog

The Stewart Sheaf Loader Co., 470 Martin Ave., Winnipeg, recently issued a new catalog dealing with their sheaf loaders in different types. The Stewart sheaf loader, a pioneer machine with a record for excellent work behind it, is prominent in the catalog, the various parts, pick up and so on being shown in individual views.

Of especial interest to the dealer is the "New Era" combination loader, a machine developed to serve individual outfits. With the same pick up mechanism as the Stewart loader, this machine elevates the grain and drops it into a large tight-bottom rack which carries 350 bundles. This rack is mounted on a truck which runs on roller bearings. The load is pulled to the separator and is dumped on the ground unless a canvas or floor is provided. While the load is being threshed another load is being picked up and brought to the separator. The saving in racks, teams, pitchers and time ensured by the use of this machine is obvious, and it should command a big sale throughout the Canadian West.

The new catalog also features the "New Era" rotary cultivator, an open disc machine which the manufacturers claim does excellent work in destroying noxious weeds. This cultivator pulls out

the weeds or cuts off at the roots below the surface and spreads them on top of the soil so that they are destroyed.

The complete line of "New Era" separators for small tractor use is also illustrated, also the Moline Universal tractors, which are handled in the West by the Stewart Sheaf Loader organization. A fine series of scenes showing the sheaf loaders in actual operation are an interesting feature in the catalog, which will be sent any interested dealer who addresses the company.

Vehicle Man Visits West

T. J. Storey, general sales manager of Carriage Factories, Ltd., Toronto, recently spent a few days at the Winnipeg office of the company while en route West. He will visit all the Western branches of the company in the leading cities, and will go as far as Vancouver.

Mr. Storey has just completed a tour which embraced all the leading trade centres in the middle western states. He reports that business in United States territory is excellent and that a spirit of intense optimism is evident. Carriage Factories, Ltd., are finding a splendid demand for their lines, especially in the West, and the factories are busy on increased production to take care of the trade through their wide representation of dealers.

To Distribute Goodison Threshers

The John Goodison Thresher Co., Ltd., Sarnia, Ont., announces that it has completed arrangements for the distribution of the well-known Goodison line of threshing machinery throughout the Canadian West.

Hart-Parr of Canada, Ltd., Winnipeg, will handle the Goodison line in Saskatchewan and Alberta, while Manitoba distribution will be taken care of by the Gasoline Engine & Tractor Co., also of Winnipeg. The Hart-Parr organization have branches at Regina, Calgary, Saskatoon and Edmonton, so that dealers will be assured prompt supply of the Goodison line. Goodison threshers, which were formerly handled by the International Harvester Co. of Canada, are well and favorably known throughout the Western Canadian provinces.

Want Free Entry of Tractors

In a recent caucus at Ottawa, western members proposed the removal of duty on cement and oils and also sought for a big cut in harness and leather goods. While small tractors, with a factory value of \$1,400 and under are now on the free list, it was asked that tractors of greater horse-power up to 15-30 be also made free, a good deal of sentiment being expressed for the removal of duty from all tractors except the very largest ones, of which there are few used.

Change of Address

In Southern Alberta, the Happy Farmer Tractor Co. have moved their head-quarters in Lethbridge to the corner of Second Avenue and 13th Street. The company, as well as handling the Happy Farmer tractors, distribute Goodison separators, P&O and J. I. Case plows, and Aultman-Taylor tractors and separators.

Head of Retailers' Association

J. A. Banfield has been re-elected president of the Retail Merchants' Association of Canada, Inc. As president for the Dominion Mr. Banfield has as his vice-presidents the following: J. G. Watson, for Quebec; J. L. S. Hutchinson, Saskatchewan; J. A. Daniels, New Brunswick; J. A. Gaetz, Alberta; W. J. Hopgood, British Columbia; and H. Waters, Ontario. The latter has also been appointed treasurer, and E. M. Trowern, of Ottawa, secretary.

Woodstock Wagons Will Get You The Business

CANADA'S BEST WAGONS



QUALITY CONSTRUCTION

WOODSTOCK WAGONS have a reputation that ensures big sales. They help the dealer get the wagon trade in his district. Built for hard service. Best seasoned wood. Light running. Strong construction. Attractive appearance. Fine finish. Backed by a strong guarantee. You cannot sell a better wagon. Prompt delivery from our Regina warehouse. Ask for particulars of our complete line, listed below.

Conway Line Buggies

Munro & McIntosh Buggies

Woodstock Wagons and Sleighs

Heney Harness and Blankets

Viking Cream Separators

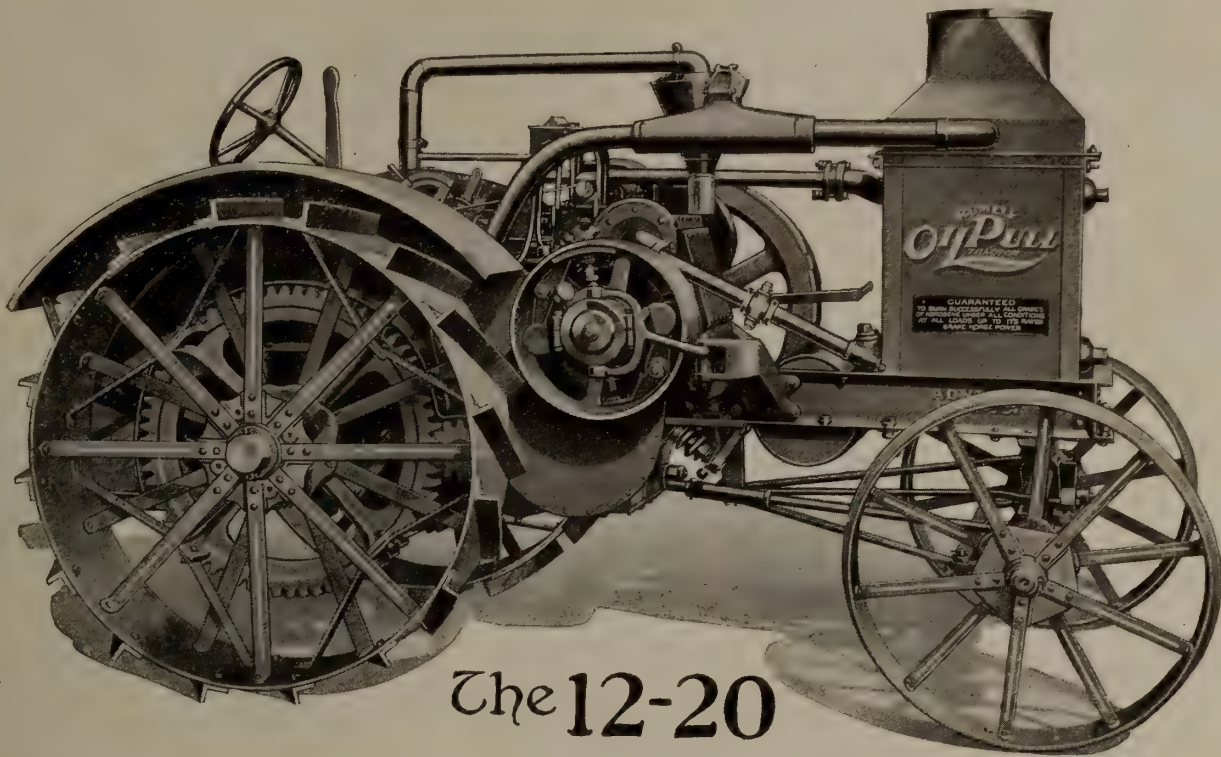
Ford Commercial Bodies in all types

Now is the time to meet the demand for vehicles, wagons, harness and cream separators. Our lines are known for quality and value; our prices are right, and WE GUARANTEE PROMPT DELIVERY.

HANDLED EXCLUSIVELY IN SASKATCHEWAN BY

THE BERT CONWAY ESTATE, Box 33, Regina, Sask.

GET CATALOG
AND PRICES



The 12-20

Capacity—Pulls three plows—operates 22-inch thresher.

Fuel—Guaranteed to burn kerosene successfully under all conditions.

Cooling—Oil cooled—no evaporation—non-freezing.

Motor—Heavy duty, 2 cylinder 6 in. x 8 in.—560 R. P. M.

Crankshaft—Built to U. S. Naval Specifications.

Frame—Hot riveted steel members—no bends—no splices.

Transmission—Cut steel gears, enclosed and running in oil.

Bearings—Hyatt roller bearings in transmission and rear axle.

Governor—Fly ball throttling type—automatic speed regulation.

Belt Pulley—19-inch diameter—running directly off crankshaft—no intermediate gears.

Lubrication—Force feed and splash.

Speeds—Two forward—one reverse.

Drawbar—Adjustable spring drawbar.

A New OilPull in a 3 Plow Size

“Build us an OilPull in a 3-plow size.”

That was the call from farmers everywhere—and the 12-20 is our answer—the latest and smallest of the OilPull line, an all-purpose outfit built on the proved OilPull design and construction.

Into the 12-20 are built all the features that during the past ten years have established the unequalled OilPull record for economical, dependable operation and long life—plus those improvements that only long experience can teach.

Like all sizes of the OilPull the 12-20 is backed by a written guarantee to burn successfully all grades of kerosene under all conditions, at all loads to its full rated brake horsepower.

In the 12-20 the weight distribution is absolutely correct—no danger of turning over, or the front wheels raising off the ground. The 12-20 “stays put” on rolling land as well as level.

The 12-20 is a light weight, big power outfit—its rating based upon only 80% of its maximum efficiency—a 20% reserve power when you need it.

The 12-20 is oil cooled, which means that the radiator will not freeze in the coldest weather nor boil in the hottest—that it will go indefinitely without refilling—that instead of clogging the circulating system with sediment it keeps it always open—that instead

of rusting the cooling system parts, the oil preserves the metal. The OilPull cooling system eliminates a cooling fan—it keeps the motor at the right temperature at all loads. The harder the OilPull works—the cooler it runs.

The 12-20 is as efficient on the belt as on the drawbar. The belt pulley is just where it ought to be, on the right-hand side, up within full view of the operator. The 12-20 can be lined up with a belt machine, backed into the belt and the belt started and stopped from the platform. The belt pulley is driven direct off the crankshaft—no loss of power. The band wheel is extra large and by driving through a cross belt allows the use of a looser belt.

The 12-20 will pull three 14-inch bottoms under average conditions, operate a 22-inch thresher fully equipped, and handle all the various drawbar and belt power jobs.

All OilPull tractors are not only backed by a guarantee that assures you the most economical operation—they are also backed by an organization big enough to guarantee you efficient service at all times. Advance-Rumely maintains 27 branch offices and warehouses.

Ask for the catalog describing this new 3-plow OilPull.

ADVANCE-RUMELY THRESHER CO., Inc.
La Porte, Indiana



ADVANCE-RUMELY

Every Car Owner a Trailer Prospect

Only in the past four or five years have we seen the development of the automobile trailer, and the wonder is that these machines were not on the market at an earlier date. This, because it has been demonstrated times without number that the automobile is capable of pulling three times as much weight as can be loaded on it. In other words, its pulling capacity is three times as great as its carrying capacity.

Why should the farmer go to town with a few cases of eggs, or a bag or two of potatoes loaded in the back of his car when with the use of a trailer he can pull three times as much. And he can do this with scarcely any difference in the cost of fuel or depreciation of his car. Why should he spend three or four

hours in hauling a light load that could be handled by a car and trailer in an hour.

Power Going to Waste

The automobile owners of the Canadian West are letting power go to waste. The rate of loss in power increases as the sale of cars multiplies from year to year. Automobile owners haul a few pounds in their tonneaux where they should be hauling tons. They are paying for waste horsepower and are not only ruining the appearance of their cars but are showing a remarkable loss in efficiency.

One of the common arguments advanced is that the use of a trailer impairs the car. This is foolish argument. The trailer is attached to the frame of the car, not to the axle. An automobile

frame has sufficient rigidity to withstand any strain the trailer might exert. The tongue, or hitch, prevents the trailer from running into the car on a down grade. The hitch, or automatic steering mechanism, makes the trailer follow accurately in the tracks of the automobile.

The increased cost for fuel has been found not to exceed ten per cent when the trailer, or trailers, require the maximum power of the car. The wear on the trailer itself, with most trailers at least, is reduced to a minimum through the agency of shock absorbers. The cost is but slight. There is a great variety of makes and designs on the market in varying sizes, makes ranging from 1,000 to 2,000-pound capacities have been found the best sellers.

The demand for the trailer is enormous. The farmer wants

one, so does the merchant in the small town. The dairyman wants a trailer to take his cream and milk to the station; the implement dealer himself can find innumerable uses for the trailer in covering his territory. He can transport a sample engine or cream separator to the door of the farmer, and can use the trailer as a sort of demonstration vehicle. The well driller plumber and water supply salesman want the trailer; in fact, the more you think the more uses for the trailer may be realized. Trailers have been adopted by municipalities for hauling materials for road work; in fact, the trailer will do much in solving the haulage problems of any community.

Hundreds of implement dealers are lamenting the fact that the buggy business isn't what it once was. Here's the opportunity to get it back, in another way. The trailer is the logical companion of the buggy on the dealer's sample floor. Are dealers going to pass up the trailer? Dealers who have started in the trailer business say they are in it to stay. Some have sold a considerable number.

There is a bright future for the trailer business. One sold in a community is a producer of other sales. There is no such thing as a dissatisfied trailer buyer. The demand for trailers is greatest in sections where the roads are best. The growth of good roads spells the growth of the trailer business. The best feature of the trailer business is that they stay sold. Come-backs are not known. Nor are service requirements. It isn't like selling automobiles in that regard. The transaction ends with the actual sale.

It is impossible to get into the trailer business without a sample. The catalog won't sell them. The farmer wants to see them—on the sample floor at least. If the dealer can actually use one himself, so much the better. Their presence on the street, or country roads, attracts attention. Attention creates interest. Interest results in sales.

Prospects Everywhere

Every farmer who owns a car is a prospect, also every merchant who has a car in your town or village. Even the smallest car will handle a half-ton trailer, and the larger cars will handle larger capacities. For delivery service the trailer is invaluable. We have outlined how the implement dealer can use the trailer in his own business in making farm to farm demonstrations. He doesn't need to talk trailer on these trips. The trailer in service speaks for itself. He

Dealers!

Link up with a good line of Commercial Bodies, Truck Bodies, Trailers, Harness, Blankets, etc.

Carriage Factories Limited have five factories from which are produced the various lines here advertised. There is no concern in Canada more up-to-date in its methods, or which can produce better grades at lower prices. Carriage Factories Limited give dealers the goods that stand up and which the dealer can stand behind. They bring "repeat orders" from old customers and secure the trade of new customers. It pays to handle these lines.

Carriages

Every Implement Dealer should carry a reliable line of Carriages. Tudhope, Brockville, Canada, McLaughlin, Munroe and McIntosh, and Heney Carriages are all manufactured and marketed under this Corporation's management. Get the literature on these carriages and make your selection for stock.

Peerless Trailers

Merchants, such as Hardware Men, Plumbers, Contractors, Lumbermen, etc., need trailers for extra loads, which can be left standing if necessary while the motor takes another trip. Farmers need Trailers for hauling produce. Fifty years of carriage building skill devoted to the Trailer problem, and it has proved a success, has produced the Peerless.

"C. F." Commercial Bodies

In every city and town, merchants are adopting motor deliveries. Carriage Factories have developed the most perfect line of Bodies, including Truck Bodies, Express Bodies, Screen-Sides-with-Curtains Bodies, Panel Bodies and Bodies to order. Prices are reasonable and the Bodies are extra strong and handsomely finished.

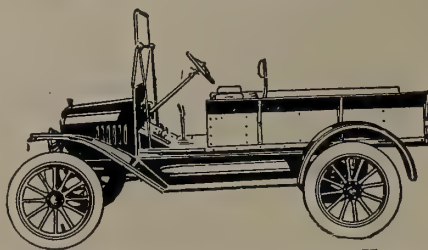
Heney Harness

descriptions on request.

Heney Harness is sold all over Canada. Dealers who carry Heney Harness know how easy it is to sell, and that it gives satisfaction. Prices and

Blankets

Blankets will be a necessity for the next cold season, and orders are seasonable now for fall stocks. Quotations are now ready. Let us know your requirements.



Write for Literature, Prices and Terms to Dealers

CARRIAGE FACTORIES, LIMITED

Head Office, Toronto. Western Office and Showrooms, 156 Princess St., Winnipeg

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

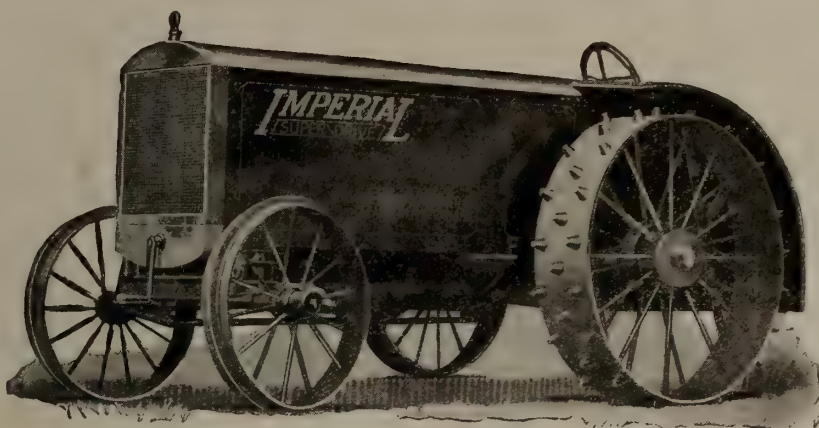
Imperial *SUPER-DRIVE* Tractors

15-30 Horsepower

3 and 4-Plow Capacity

Imperial Tractors have great reserve power. The 5x6½, slow speed, 4-cylinder motor actually develops 40 h.p. at the belt. Has built-in governor, Stromberg carburetor, Dixie H.T. magneto and Bennett air cleaner. Removable cylinder heads. The Imperial pulls 3 plows anywhere and 4 in most soils, 6 to 8 inches deep, at 2½ m.p.h. Reducing gears can be changed in a few minutes by removing side plate. Hyatt heavy-duty roller bearings throughout.

Get Our Proposition



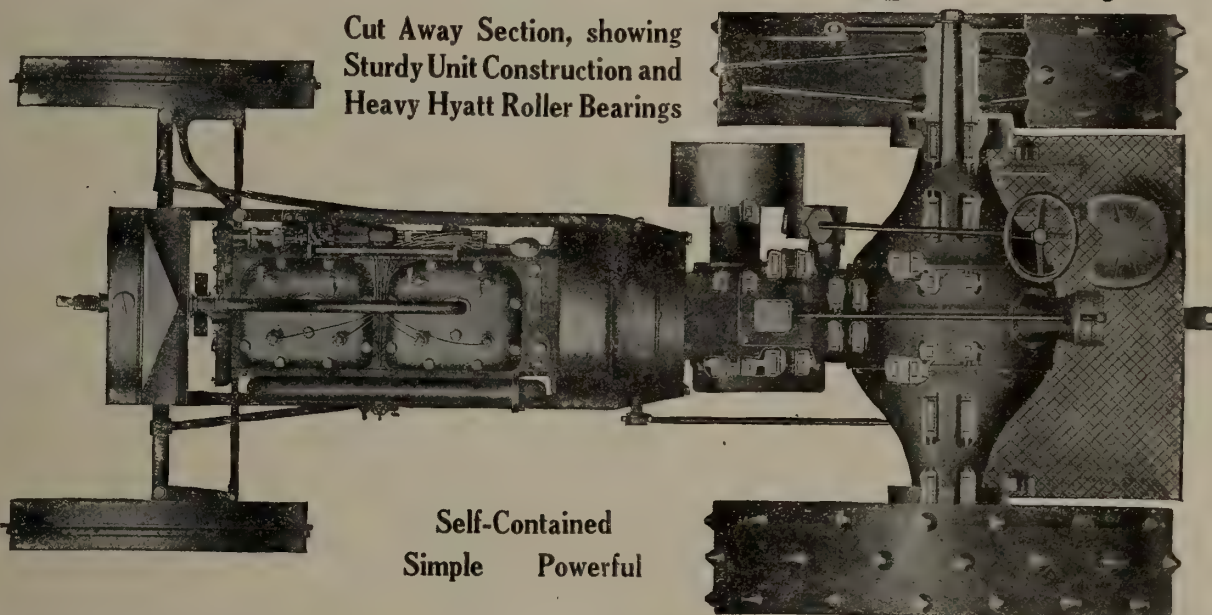
Delivers maximum power to draw-bar, by our live axle, spring cushion super-drive design. Frame and mechanism all in one. No other tractor has such strong, massive gears. All gears enclosed and run in oil; easily stand a 50% overload. Selective type transmission — two speeds forward, one reverse. Dry disc clutch. Belt pulley shaft driven directly from transmission gears. Dealers—Get descriptive catalogue and specifications.

Ask For Literature

A Great Tractor for Farmers—A Great Opportunity for Dealers

Weight 5,000
Pounds

Note how thoroughly working parts are enclosed and protected from grit and dust.



Cut Away Section, showing
Sturdy Unit Construction and
Heavy Hyatt Roller Bearings

Self-Contained
Simple Powerful

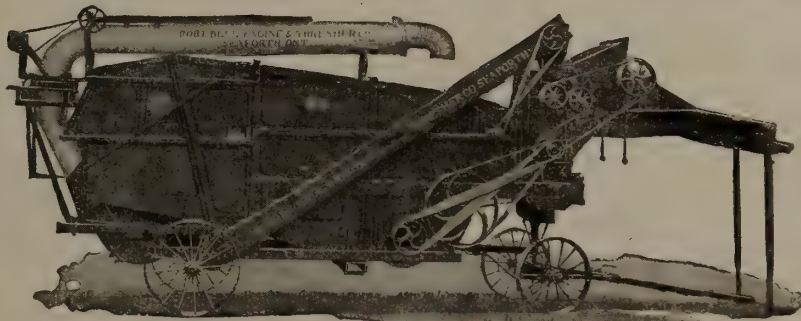
Live Driving
Axle
3-inches
Diameter

All Gears
Machine Cut
Hardened
Steel

“Imperial” Junior and “Imperial” Standard Separators

20-32 and 24-40 for Light and
Medium Weight Tractors

Imperial Junior Separators are the best individual threshers for tractor owners you can sell. Large capacity and do splendid work when driven by any engine developing 20 to 25 h.p. Strong construction. Give years of service at minimum expense. Ask for our sales offer on this line.



28-42, 32-54, and 36-60 sizes
Large Capacity Threshers

Our separators have a Canadian-wide reputation for efficiency and low power requirements. Equipment is complete. Heavy concaves and large grate surface. We invite your enquiries on the Imperial line. Prompt delivery guaranteed from our Western Canadian branches.

*A Letter will bring Full Particulars of our Kerosene and Steam Tractors,
“Imperial” Separators and Re-built Threshing Machinery*

THE ROBT. BELL ENGINE & THRESHER CO., Limited

1409 WHYTE AVE.
WINNIPEG, MAN.

Branch Warehouse:
REGINA, SASK.

finds that he trailer arouses considerable curiosity and that the farmer is interested as soon as he sees it.

One farmer living fifteen miles from the dealer's store was highly amused when the dealer first appeared at his farm with a trailer. He laughed at the idea and scoffed at the dealer's opinion that trailers would soon be popular in that community. To shorten a long story, this farmer now owns a trailer and declares that it has made his farm a suburb of the city. He now makes almost daily trips to the city with produce from his farm, which he is now turning over largely to dairying whereas eighteen months ago such a trip was an "event."

Tractor Driven by Reins

The new model "G" Happy Farmer tractor, a 4-wheel model, by a new control device may be driven by a farmer just as he would drive a well-broken team of horses, and with no more difficulty. The farmer would need no assistance in thus operating his tractor in the field. Two pairs of leather lines do the work. One

pair connects with the ends of the steering apparatus over the front wheels, and the other operates the clutch, to start and stop the tractor.

Special Implement Prices for Returned Soldiers

W. J. Black, chairman of the Soldiers' Settlement Board, announces that very favorable arrangements have been made with harness, by which soldiers will be given a wide range of choice of first-class implements at prices substantially below those quoted to civilians. The manufacturers also have guaranteed that soldier settlers will receive from any of their agents the same service and consideration in the setting up of their machinery and in supplying repairs and spare parts as is given civilians who pay the regular retail price.

In the Prairie Provinces arrangements have also been made with United Grain Growers, Limited, whereby soldier settlers will receive special prices on agricultural implements, harness, wagons, and any other commodities carried by the company.

The Soldiers' Settlement Board will not sanction the purchase by soldiers of implements at prices greater than those quoted through

these concessions; and while every encouragement will be given to the purchase by settlers of second-hand machinery, this must be carried out under the supervision of the Board.

With regard to harness, specifications and suggestions were obtained from a number of agricultural experts and a number of

at Winnipeg, Regina, Edmonton, Saskatoon, Calgary and Prince Albert, Sask., in the West will be in charge of a provincial supervisor.

Soldiers desiring to take up land and purchase necessary equipment to put the land on a paying basis in the shortest length of time, will file their ap-



French Soldiers Back at Work in the Fields

leading farmers. The Board has secured a standard set of harness that will fill all the requirements of general farm work and save a duplication. This standard harness will be sold to settlers throughout Canada at an average price of about \$32.50. The Board has also secured from the leading harness manufacturers in Canada substantial reductions in general lines of harness, blankets and accessories.

I.H.C. Arrangements

The International Harvester Company of Canada has announced arrangements with the Returned Soldiers' Settlement Board whereby soldiers who take up land through the Settlement Board will be granted maximum discounts on International implements purchased.

The sale of farm machinery to soldiers under the new plan will be handled entirely through the offices of the Settlement Board whereby returned soldiers located

applications with the nearest Soldiers' Settlement Board office. Upon approval of the application by the supervisor, the applicant will be referred to a local implement agent in the community where he plans to settle. This agent will furnish the soldier with equipment called for and will take the soldier's receipt for goods purchased. The agent makes his settlement with the manufacturer and both the manufacturer and soldier make settlement with the Returned Soldiers' Settlement Board.

Lumber at Cost

Twelve hundred retail lumber merchants in the three Prairie Provinces will co-operate with the Soldiers' Settlement Board by giving soldiers who go on the land wholesale prices for lumber required for permanent improvements, plus the bare cost of unloading, handling, and other charges. This should facilitate home building.

HANDLE HIGH-CLASS "BRITISH" MACHINERY

The "Marshall" Oil Tractor



The Dreadnaught of the Prairies

This Tractor is made in 2 sizes, 16 H.P. Drawbar, giving off 30-35 Brake H.P. on the pulley; 32 H.P. Drawbar, giving off 60-70 Brake H.P. on the pulley. They are economical, durable and reliable. Guaranteed of finest materials and best workmanship. They need few repairs.

IF YOU WANT SATISFACTORY SALES, REPRESENT THE TRACTOR THAT WILL STAND UP AND GIVE YOU MANY YEARS OF SERVICE

Dealers who wish to be certain of giving their customers a tractor that will ensure lasting service should sell the "MARSHALL," made by a firm whose productions enjoy world-wide fame.

SEND FOR LITERATURE AND LIBERAL SALES OFFER

SEMI-DIESEL, TWO CYCLE, OIL ENGINES, STATIONARY AND PORTABLE

Suitable for General Farm Work, Threshing, Electric Lighting, Contractors, and General Commercial use.

Marshall, Sons & Co. (Canada) Ltd.

ENGINEERS

Saskatoon Canada
P. O. Box 1564 Telephone 3393

WOOD PUMPS



Fig. 3 Fig. 1 Fig. 2
Three Different Styles: Fig. 1, Turned Head, Iron Handle. Fig. 2, Square Head, Iron Handle. Fig. 3, Square Head, Wood Handle. Ready for immediate shipment at all times in any quantity.

Sizes 4, 4½ and 5 ins.

DEALERS:

It pays to handle well advertised lines.

See Large Display Advertisement on Page 22 in this issue.

MANITOBA ENGINES LIMITED
Brandon, Manitoba

MAX

Oil Wagon Tank



A Profitable Seller at This Season

Built To Last and Give Satisfactory Service

305 and 435 gals. capacity

A Complete Tank Ready to Use, at a Low Price

WRITE NOW FOR FULL PARTICULARS, PRICES and DISCOUNTS

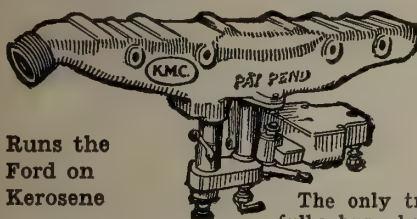
Winnipeg Ceiling and Roofing Co., Limited
P.O. Box 3006
Winnipeg, Man.

Your Customers Can Make their Cars Give Double Service with the

"^{FORD CAR.} *Ford-A-Tractor* ^{20 MINUTES}"

Guaranteed to Do the Work of Four Good Horses—And does it

The tractor means a heavy investment, and hundreds of farmer Ford owners have not a tractor. At present feed prices it will pay them to sell their horses and use the Ford-A-Tractor. This attachment hauls the plow, harrows, cultivator, mower, binder or wagon. Strong steel construction. Steel drivers. Specially cut gears run in dust-proof oil bath. Equipped with shock absorbers.



Runs the Ford on Kerosene

Fitted with the W.D.C. Cooling System, which changes the water in cylinders six times a minute. The engine cannot overheat. Reasonable price. Ask for literature.

K.M.C. Transformers

The only transformer guaranteed to successfully burn kerosene in Ford cars. Two bowl Carburetor; starts on gasoline and switches to kerosene. Gives 20% more power, 50% more mileage and 100% saving in fuel cost. Price only \$48.00 f.o.b. Winnipeg. Liberal discount to dealers.

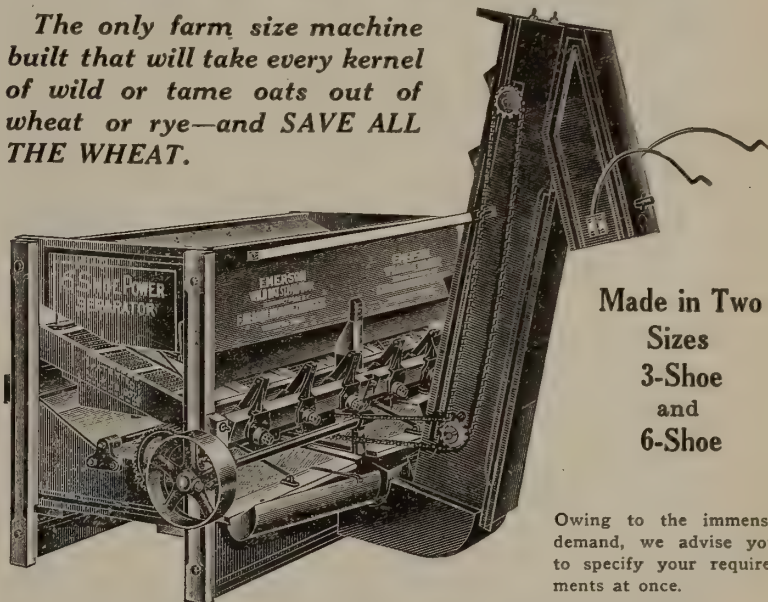
We Still have Some Good Territory Open Write To-day for our Liberal Agency Offer

J. D. ADSHEAD COMPANY

Confederation Life Bldg., Winnipeg, Man.

DEALERS: SECURE CONTRACTS NOW! AND ENSURE HAVING AN AMPLE STOCK OF **EMERSON Wild Oat SEPARATORS**

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Made in Two Sizes
3-Shoe
and
6-Shoe

Owing to the immense demand, we advise you to specify your requirements at once.

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Separation is made by the length of kernel. The long oats kernels cannot follow the short kernels (wheat, barley or rye), through the double angle construction of the Emerson riddles. The patented "kicking" motion passes the oats up the steps of the riddle, and discharges them over the end. Not a wild or tame oat kernel can pass through. Ask for interesting booklet and agency offer.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.

Lincoln Tractor

Two - Three Bottom Size

Lever Action Raises Third Bottom Clear

Strictly a one-man outfit. Note rear lever and quadrant. This lever lifts the third, or outside, bottom clear whenever operator desires, making a perfect TWO-BOTTOM outfit, without a moment's delay. The third bottom can be quickly raised or lowered if necessary. This is a feature in the Lincoln Tractor Plows your customers will appreciate. Crank adjusting and furrow levers are easily operated from the tractor. The hitch on the Lincoln gives a wide range of adjustment vertically or horizontally. Rigid construction permits backing. Equipped with safety pin-break.

Great Strength

Heavy beams, strongly reinforced and braced, ensuring great durability. Wheels are 30 inches dia., with 1 3/4 inch axles.

The Lincoln Tractor Plow has in-built quality throughout. It will sell in competition with any other plow. We advise you to investigate this opportunity, but write now.

DEALERS: Get Literature and our Agency Offer

CUSHMAN MOTOR WORKS OF CANADA, Limited, Whyte and Vine Streets, Winnipeg

Gang Plows

ADAPTABLE TO ANY STYLE TRACTOR

Lincoln Plow Bottoms can be raised to clear the ground by 6 to 8 inches. Plowing depth readily adjustable to 9 inches. A cord operates the automatic lift through a powerful, positive clutch. One full turn of wheel is required when raising plows. The Lincoln raising and lowering mechanism is a big selling feature. Unusual clearance is provided so that trash cannot accumulate. By eliminating gauge wheels through our single unit construction, we do away with one of the greatest causes of clogging. Note the high throated beams.

14-in. Stubble Bottoms
Weight 1050 lbs.

14-in. Breaker Bottoms
Weight 1090 lbs.

The screw crank shown gives quick adjustment of bottoms to the fraction of an inch. The rotary movement is easier and more efficient than direct pull by a lever. Furrow lever is held stationary when not in use. Ask for descriptive folder.

The Tractor and Implement Blue Book

We have just received from the publishers, Farm Machinery-Farm Power, St. Louis, a copy of the 1919 edition of their well-known Tractor and Implement Blue Book. This publication, which costs only \$1.00 a copy, contains over 400 pages and is made in handy pocket size.

It is a thoroughly complete and compact ready reference book for every man interested in the sale of tractors, implements and farm equipment. Over six hundred farm equipment manufacturers in the United States are listed alphabetically, while ten thousand different machines are classified according to their trade names, in every case the name and address of the U.S. manufacturer being given.

A complete tractor directory is a feature of considerable value in the Blue Book, which also contains lists and specifications of tractor operated machinery, plows, separators, etc. A further addition which tractor dealers will appreciate is the classified listings of tractor accessories and the name of the manufacturers of these lines. As an addition to the library of the dealer, this reference book is invaluable for reference purposes. Its wealth of trade

information compiled in concrete form is a marvel at the low price placed upon the directory by its publishers. The Blue Book gets better and more valuable yearly and we compliment the publishers on their latest addition. Dealers and wholesalers can procure a copy by sending the price to the Midland Publishing Company, Midland Bldg., St. Louis, Mo.

The Dominion Bankruptcy Bill

There are some important items in the Bankruptcy Bill introduced at the last session of Parliament, and of special interest in the legislation is part 5 of the bill dealing with the discharge of the honest debtor.

It is provided that the Court may on application by the bankrupt and after receiving a report from the trustee as to the conduct of the affairs of the bankrupt on the examination of the bankrupt, grant or refuse an absolute order of discharge or suspend the operation of the order for a certain time, or grant a discharge subject to any condition as to earnings or income which may afterwards become due to the bankrupt with regard to after acquired property.

The provisions as to discharge apply to both bankrupt and an assignor.

Discharge of the debtor may be refused if he has committed a misdemeanor under the Act, while discharge can also be refused concerning cases in which the debtor has not carried on his business according to business standards, for example:

1. Failing to keep proper books of account.
2. Continuing to trade after knowing himself insolvent.
3. Failing to account satisfactorily for deficiency of assets.
4. Giving an undue preference to one or more of his creditors.
5. Having previously been adjudged or made an assignment.
6. Been guilty of fraud.
7. Culpable neglect of business.

It is not proposed that a discharge shall release the debtor from debts for the necessities of life, unless the judge deems it advisable.

The Bill provides penalties for fraudulent debtors, who do not deliver up to the trustees all property under their control, together with books and records relating to the business. Provision is made for penalties for fraudulent removal or concealment of property prior to the assignment; falsification of books and statements; for material omission in any statement relating to bank-

ruptcy affairs and similar offences. The onus is on the debtor to prove good faith when charged with any of these offences.

Montana Dealers on Repair Discounts

At a recent meeting of the Montana Implement Dealers' Association, a resolution was passed that a discount from the list price on repair parts should be granted by all implement manufacturers and jobbers of not less than 35 per cent. In extension, this resolution said:

"Be it further resolved that this association demands from all manufacturers and jobbers a trade discount from list price on repairs, of 35 per cent as the minimum figure, so as to enable dealers to sell said repairs to the consumer at list prices; be it further

"Resolved, that we condemn the practice of some manufacturers and jobbers of allowing dealers discounts of only 10 per cent, 15 per cent, or 20 per cent; in fact less than 35 per cent, and especially is the practice of charging us the list price, to be condemned. We deplore the fact that some manufacturers fail to print new price lists when there are price changes, and fail to keep dealers fully informed of changes in list prices and of discounts."

Handle "NEW ERA" SEPARATORS

A Size for Every Tractor
Will Sell in any Territory

Made in Following Sizes:

20x42 24x46 28x50
32x56 38x64

GET OUR SPECIAL
CATALOG



SAVES
GRAIN,
MEN,
TEAMS,
TIME
AND
MONEY

LOWERS THE
COST OF
HARVESTING

Get the Agency for the "New Era" Line

Stewart Sheaf Loaders

New Era Cultivators

Distributors for Moline Universal Tractors and Implements

STEWART
SHEAF LOADERS

All Manufactured in Winnipeg

New Era Combination Loaders

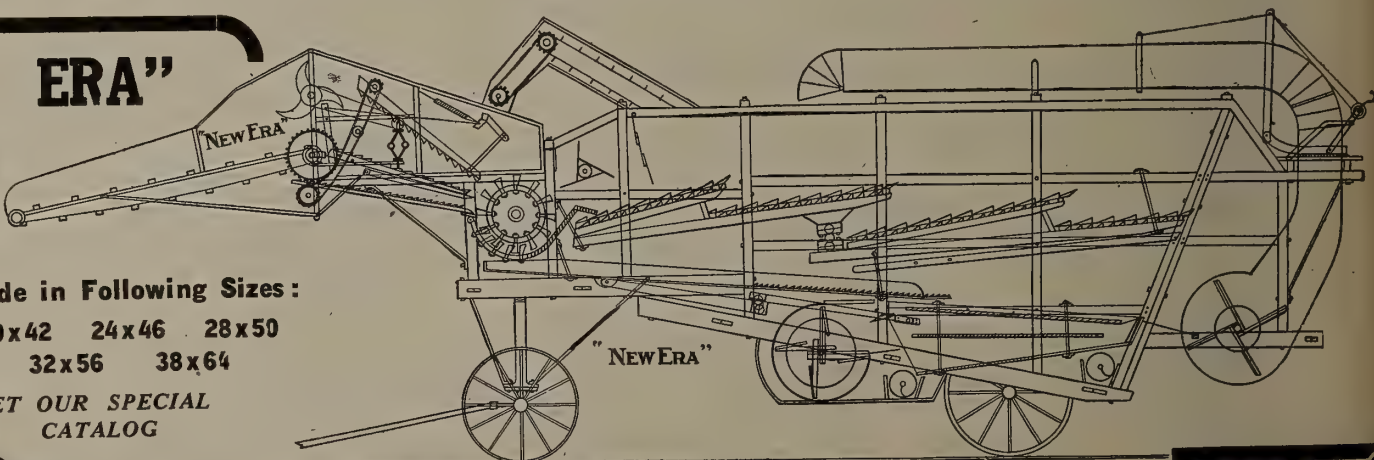
New Era Threshers (all sizes)

THE STEWART SHEAF LOADER CO. LTD.

470 MARTIN AVENUE

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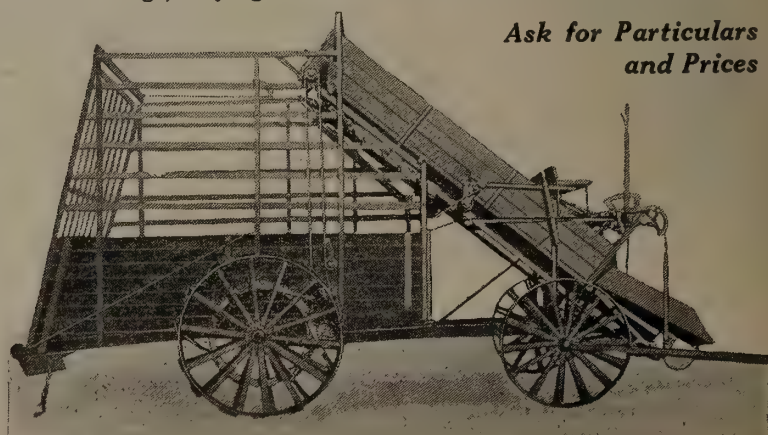
WINNIPEG, MAN.



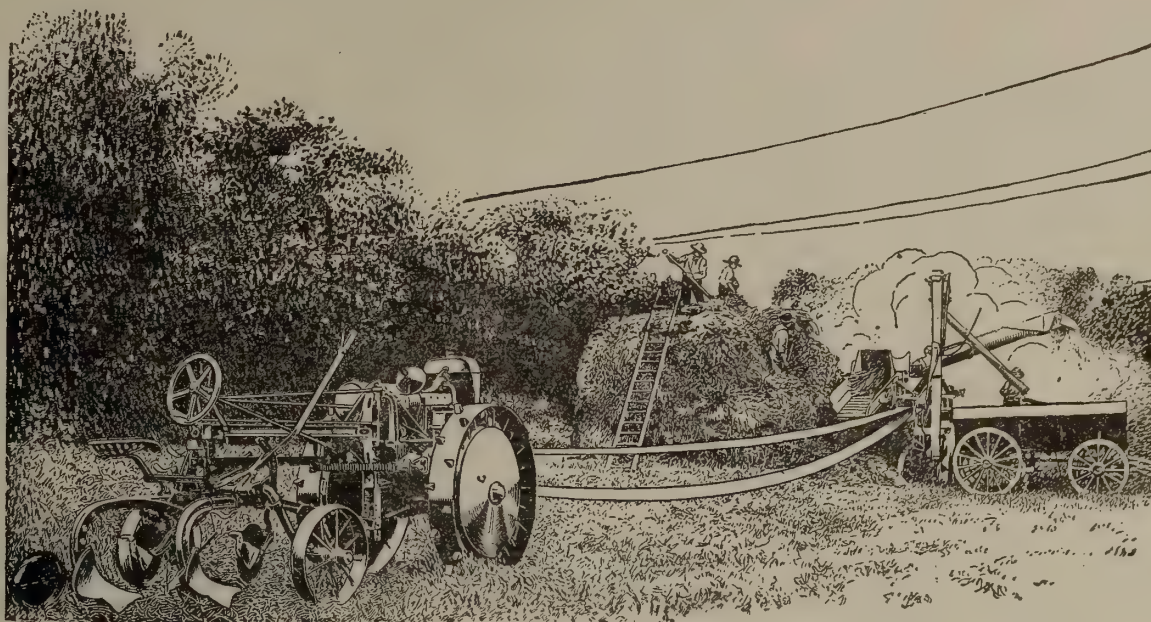
"NEW ERA" Combination Loaders

Our combination loader is especially designed for use with small threshing outfits. It eliminates the use of bundle wagons entirely. Will supply any small threshing outfit up to a 28-inch cyl. separator. Loads and carries 350 bundles, saving the expense of wagons, bundle racks, horses and pitchers. Runs on roller bearings; very light draft.

Ask for Particulars
and Prices



The "New Era" Combination Sheaf Loader



Moline Tractor Dealers Have Every Advantage

THE Moline system of power farming is spreading like wild fire. Farmers everywhere are "sold" on this system of farming, and are agreed that the Moline-Universal is the ideal farm tractor.

Moline dealers find they have every advantage in making sales. They make sales easier and with greater profit than they could with any other tractor.

No matter how long or where you look for a tractor agency you will not find one with so many advantages and possibilities as the Moline.

And remember, as a Moline dealer you are also equipped to sell the complete line of Moline Tractor Implements, all especially designed to work at highest efficiency with the Moline-Universal as a one-man outfit. The profits from Moline implement sales supplement the profits from Moline-Tractor sales.

We will be pleased to submit our dealer's proposition

Canadian Distributors :

WILLYS-OVERLAND LIMITED - West Toronto
STEWART SHEAF LOADER CO., LTD. - Winnipeg and Moose Jaw
GENERAL SUPPLIES LTD. - Calgary

Manufactured by

MOLINE PLOW CO., Moline, Ill.

Saskatchewan Retailers Annual Convention at Regina, May 13-15

The Retail Merchants Association of Canada, Inc., for the province of Saskatchewan will hold its annual convention in the City Hall, Regina, on May 13, 14 and 15.

The convention for the province of Alberta will be held at Medicine Hat on June 3, 4 and 5. Judging from the excellent and comprehensive programmes which have been drawn up, there should be at these conventions the biggest attendance yet recorded of retail dealers from the boundaries of Manitoba to those of British Columbia. Special attractions are being provided, and subjects of vital moment to retailers will be discussed.

The whole of the arrangements in connection with the appointment of the Eastern and Western Executive Council, in fact, all the changes with regard to the reorganization of the Dominion Association to meet the different conditions existing between East and West, were ratified by the Dominion Board Convention held in Ottawa recently.

The address of the Dominion President (Mr. J. A. Banfield) at the afternoon session on the opening day will be looked forward to with interest.

One of the great attractions of the conventions will undoubtedly be the series of five addresses, which are to be given by Frank Stockdale, the noted commercialist of Chicago, in connection with the short courses in Retail Merchandising, which are this year being provided under the direction of the Universities of Sas-

katchewan and Alberta, at the request of the Retail Merchants' Association that such a course be established. All retail merchants who desire to know all that is worth knowing in connection with the successful operation of their business from every standpoint will put aside every other engagement in order to attend the convention. Mr. Stockdale's subjects will include: "Some after-the-war problems," "Meeting to-day's competition," "Protecting the home town front," "Salespeople to-day and to-morrow," and "Opportunities in retail advertising."

Following the convention at Regina Mr. Stockdale will go to Saskatoon, where he will deliver three lectures at the University of Saskatchewan on May 19th, 20th, and 21st, and subsequently one at Prince Albert on May 22nd and North Battleford on May 23rd. He will subsequently proceed to Edmonton for a full course at that point in connection with the University of Alberta, and will afterwards proceed to Medicine Hat for the Alberta Provincial Convention on June 3rd, 4th and 5th.

Trade Section Conventions

Another important subject for discussion will be the proposed Trade Section Conventions. In place of the annual convention at present held, the proposal is made that each trade section of the association shall hold an annual convention on various dates throughout the year, and probably at different points throughout the two provinces.

One question of paramount interest to retailers will be the proposed formation of district branches of the association. The proposal is to divide the province of Saskatchewan into districts, each district to embrace from 250 to 300 merchants, and to have a paid secretary who shall devote his whole time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign, and other matters.

The lighter side of convention work and attractions has not been forgotten. One Wednesday morning the delegates will have an opportunity of visiting the Imperial Oil Plant, and in the evening a banquet will be tendered the delegates by the Regina branch of the R.M.A., when an address will be given by Premier Martin.

Arrangements have been made with the various railway companies as regards fares under the following conditions:—Delegates can take single fare tickets going to the conventions obtaining at the same time standard convention certificates, which must be presented to the secretary on arrival in Regina. Should there be one hundred or more delegates at the convention they will be able to obtain return tickets at three-fifths of the return fare, or if there are less than one hundred delegates present, at four-fifths of the return fare, plus 25c. validation fee.

Programme

Tuesday, May 13, delegates will register at 9 a.m. At 10 o'clock the morning session will open, and an address of welcome will be given by Mayor Black. The President, Treasurer and Secretary will give their reports, and J. J. Polson will submit a report on the Dominion Convention. A Resolutions Committee will be appointed at this session. On Tuesday afternoon resolutions will be considered, and an address given by the Dominion President, J. A. Banfield. In the evening Mr. Stockdale will give a lecture.

Wednesday, May 14th, will open with a discussion of the proposed Trades Section Conventions, also on the formation of district branches, as above outlined. At 11 o'clock the association will visit the plant of the Imperial Oil Limited. In the afternoon the annual meeting of the Retail Merchants' Mutual Fire Insurance Company will be held, and A. E. Fisher, superintendent of insurance for the province, will give an address. Mr. Stockdale will give another address and the session will close with nomination of officers for the ensuing year. In the evening a banquet will be tendered by the Regina branch of the association, at which Premier Martin will give an address.

On Thursday, May 15th, a motion picture, "The Troubles of a Merchant," will be shown at 10 a.m. at the Allen Theatre. In the afternoon the election of officers will be held and new business discussed. At both the afternoon and evening sessions Mr. Stockdale will give addresses. Remember that all sessions start promptly on time.

Hold an Implement Session

"Canadian Farm Implements" believes that the formation of Trade Section Conventions is a step in the right direction. So far as the implement trade is concerned, the annual convention does not give the trade sufficient opportunity to analyse conditions and formulate plans. An implement section convention, held at a central point in the north and a point in the south of the province will give the implement trade an opportunity to meet for a complete consideration of the business in all its phases. Further, we hope that this year the retail implement dealers will have a member upon the executive of the Saskatchewan association, for as conditions are an increased interest in association work on the part of retail implement dealers is very necessary.

Implement dealers all over Saskatchewan and Alberta should line up with the Retailers' Association. In unity lies the solution.

No. 3
ASPINWALL
POTATO
PLANTER



**POTATO
MACHINERY!**
PROMPT SHIPMENT
OF THE
ASPINWALL LINE
TO DEALERS

We are Distributors for Manitoba of the famous Aspinwall Line of Potato Machinery—A large stock on hand of

PLANTERS, SPRAYERS, DIGGERS and CUTTERS
CORN PLANTERS and SORTERS Repairs a Specialty

A large shipment of Aspinwall Potato Planters has just been received. Send your orders at once. Let us know your requirements in potato machinery. The Aspinwall line is the world's standard, and we carry a full stock. There is a phenomenal demand this year, and dealers can be supplied on the shortest notice. Write or wire.

WILLIAM EDDIE

Farm Machinery Distributor

175-179 PRINCESS STREET

WINNIPEG, MAN.



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Dealers! Remember that Drawbar Pull is what Counts with the Customer

THE "LITTLE GIANT" delivers 76% of its motor power to the Drawbar.

THE "LITTLE GIANT" delivers 3,200 lbs. Drawbar pull on 2¼ miles per hour, at intermediate or plowing speed.

THE "LITTLE GIANT" delivers 2,500 lbs. Drawbar pull on 3 miles per hour, at intermediate or plowing speed.

THE "LITTLE GIANT" has three speeds:—Low, 1½ m.p.h. Intermediate, either 2¼ or 3 m.p.h. High, 6 m.p.h.

Drawbar pull, as shown, is about 90% of the maximum Drawbar pull the "LITTLE GIANT" will deliver. Please realize that no tractor, truck or automobile can run continuously at 90% of its maximum power without being hard on its bearings; therefore, it is not wise to overload. This is only common sense.

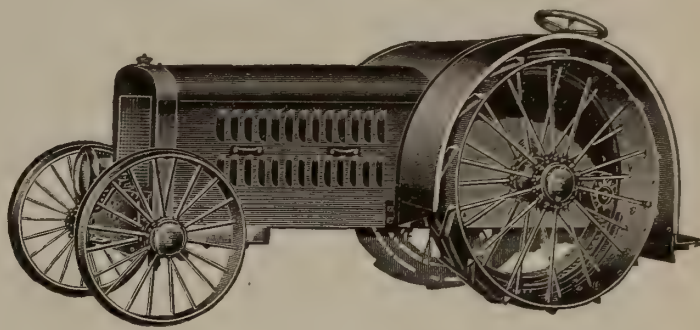
Dynamometer tests show the draft of a 14-in. moldboard plow, at 6-inch depth, to vary from 300 lbs. to 1,500 lbs. per plow, depending upon character and hardness of soil. If soil is of unusual toughness, or if ground is hard, do not expect the tractor to pull as many plows as it would under favorable conditions.

We stand behind these statements, which mean just exactly what they say. They SHOULD convince you.

A Test WILL convince you.

On the low speed, delivers 5,000 lbs. Drawbar pull. The high speed delivers 1,750 lbs. Drawbar pull. In the "LITTLE GIANT" you have an engine with the GREATEST FLEXIBLE POWER—in other words, enormous reserve pull for an emergency in the field coupled with the necessary speed for profitable road traction.

The Tractor of Super-Power



"LITTLE GIANT" 16-22 H.P. TRACTORS

MANUFACTURED BY

"Little Giant" Company, Mankato, Minn., U.S.A.

(For 42 Years Makers of "Little Giant" Power Hammers)

Western Canadian Distributors:

N. J. DINNEN & CO., LTD.

Winnipeg, Man.

WINNIPEG...Stocks and Repairs...BRUCE-WALLACE CO. Ltd.

REGINA...Stocks and Repairs...J. L. BOYD

CALGARY...Stocks and Repairs...H. H. KERR & CO.

Announcing "Lister" Tractor Separators

Two Sizes:
22x36 and 26x42.

There is going to be a big demand for light tractor separators, and the dealer can increase his business by handling the new "Lister" Tractor Separators.

Sizes to suit any power tractor—from 8-16 h.p. to 15-30 h.p. Strongly constructed; large capacity. Especially designed to stand the pull of light and medium weight tractors. Equipped with Wind Stacker, Self-Feeder, High Folding Bagger and Automatic Register. Write for complete specifications—NOW.

Our Proposition on Lister Tractor Separators is Worth While

Six-Wheel
(Patented)
Truck
Eliminates
Vibration



Get Your Contract and Territory for LISTER Individual Threshing Outfits

MADE IN TWO SIZES: POWER REQUIREMENTS, 9 to 20 H.P.

Size of Separator, 22 x 36; Horse Power Required, 9 to 15 H.P.

Size of Separator, 26 x 42; Horse Power Required, 14 to 20 H.P.

Lister Combination Threshers, except in capacity equal the biggest and best separators built. Do satisfactory work under all conditions. TWO MEN handle this outfit with ease. Supplied with or without bagger, tailings elevator, straw carrier or blower. Strong construction. Ask for special descriptive literature.

Line up
Your
Thresher
Business
Now

OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R.A. LISTER & Co. (Canada), LIMITED

WALL STREET, WINNIPEG, MAN.

ST. JOHN, N.B.

TORONTO

QUEBEC

Ask for Prices
and Literature
on any item

Let us send
you the Liberal
Lister Offer

of the difficulties confronting the business, and by amalgamation with the retailers a stability is given which is invaluable to the retail implement trade. At the Regina convention implement dealers will have a splendid opportunity of holding a section meeting in connection with the annual convention. We especially urge that every implement dealer in Saskatchewan who possibly can will attend the convention, and that the officials of the Retail Association will arrange a session for implement dealers at which they can discuss the problems peculiar to their business. An opportunity to do this will be to the benefit of the retail implement trade throughout Saskatchewan.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited
Saskatoon WINNIPEG Calgary

The Advantage of Windrowers and Bunchers

In the hay machinery line the implement dealer can add some nice profits to this seasonal business by educating the farmers in his community to the value of using windrowers and bunchers. Last year, owing to the short straw of the grain crop in many districts there was a great demand for bunchers. In connection with the hay crop, it should be remembered that a great deal of high priced clover and alfalfa seed is imported, whereas the farmer could grow seed on his own farm, or at least use some from that locality, which would be better adapted to local climatic conditions.

The principal drawback in the harvesting of crimson clover seed for commercial purposes is the tendency on the part of the plants to shatter their seeds almost as soon as they are ripe. For this reason, it is necessary to cut the field a little before it has reached the proper stage for harvesting by strippers. It is also desirable that the plants be somewhat damp, as with dew, when cut, in order to retard this shattering of the seed. Any mechanical device or method of harvesting which will reduce the shattering while being harvested is to be strongly recommended. In some sections it is the practice to cut during the night, in order to avoid shattering the seed.

Better Seed Essential

The implement dealer is in an exceptionally good position to spread the gospel of more and better clover and alfalfa seed, and this educational effort on his part

is sure to greatly increase the sales of bunchers and windrowers, as these tools are practical necessities wherever farmers desire to harvest seed in the most economical manner for their own use or for the market.

Beyond the fact that home-grown seed can be obtained from fields that are known to be free of impurities, the use of home-grown seed enables the farmers to definitely determine its age, while this is practically impossible, when shipped in from other localities.

What the Buncher Does

The purpose of a windrower or buncher is to handle the seed clover or alfalfa in as gentle a manner as possible, so as to prevent the loss of seed from shattering. With a windrower, the cut crop is thrown over as far as possible toward the rear of the mower, so that it will be out of the way of the trampling of the horses on the next round. While the buncher serves practically the same purpose, it leaves the crop in a bunch, instead of a continuous windrow. Either device saves the rehandling of the seed with forks, or other methods, by men following the mower, and thus eliminates a large part of the expense incidental to a seed harvest, and also will quickly pay for itself in the amount of seed saved, from excessive handling.

When ready to cut, clover seed pods easily shell out, while the stubble ends may still be green. A windrower wraps the seed pods in the middle of the windrow, while the stubble ends are on the outside, where the sun can dry them out. This insures a more even curing of the crop, and permits the clover huller to do a better job. In the event of a rain, the windrow can also be easily rolled over, and allowed to dry out.

One decided advantage to the implement dealer in the sale of windrowers and bunchers lies in the fact that the extensive production of clover seed is not confined to large areas on farms devoted principally to this crop, but is rather due to a few acres on a large number of farms. Consequently every dealer has a great number of prospects for these tools.

Every farmer realizes the advantages of a good stand of clover, and as the windrower or buncher is certainly within the reach of every farmer's pocket-book, the live implement dealer should be able to make many sales, and at a good profit, at the same time giving the farmer a labor-saving tool that will quickly pay its purchase price.

Parkinson Leaving Aspinwall Organization

James A. Parkinson, Jr., sales manager of the Aspinwall Canadian Company, Ltd., Guelph, Ontario, with headquarters at Jackson, Michigan, has resigned, to take effect June 1st next, when he will be actively identified with the Wagner-White Company, Inc., of Jackson, Mich., grain jobbers, a firm of which he is now vice-president.

Mr. Parkinson has served for the past three years as sales manager of the Aspinwall Canadian Company, Ltd. Prior to that time he was secretary and sales manager of the Aspinwall Manufacturing Company, Jackson, Michigan, which has a branch operating at Guelph, Ontario.

The Aspinwall Canadian Company, Ltd., who manufacture and sell the Aspinwall line of potato machinery in Canada, was established three years ago, and Mr. Parkinson is well known to the Canadian trade in general, particularly that of Ontario and the Maritime provinces, in which territory he has a large circle of friends and acquaintances.

A Book on Malleable Iron

At last an authentic treatise on "malleable iron" has been written and published.

It is entitled "Malleable Iron," and is issued gratuitously by The American Malleable Castings Association, headquarters, Cleveland, Ohio.

Although phenomenal progress has been made in this particular industry during the last few years, little or no progress has been made in keeping the public informed regarding such activities.

In fact there is but one book on the market today treating on malleable iron and it is so many, many years out of date that it is of little value.

The latest booklet — although but a forerunner for a very comprehensive volume to be issued later by the Association is filled with most valuable data.

A copy of this book will be sent to any of our readers mentioning this paper if they address the Association at Cleveland, Ohio.

Trailer Makers Met

At a recent meeting held in Detroit by the Trailer Manufacturers' Association of America, twenty manufacturers were represented. Many subjects were discussed, one of the most important subjects being an extensive publicity campaign.



Made in Sizes: 1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. Get the Agency.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 20 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Write Nearest Branch for Particulars

Manufactured by **Nelson Brothers Company**
SAGINAW, MICH., U.S.A.

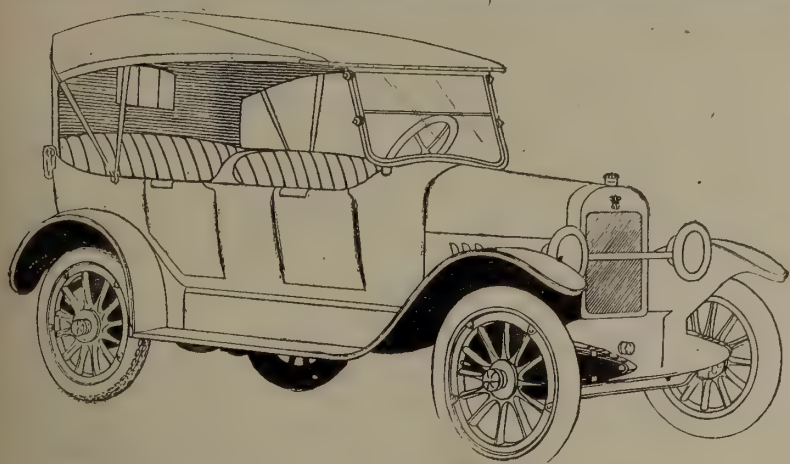
Western Canadian Jobbers

Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY

JUMBO
GASOLINE
ENGINES
And FEED MILLS





BRISCOE POWER

A REAL OPPORTUNITY FOR AGENTS

To link up your business to such a car as this, means easy sales and lots of them. If you are contemplating the starting of a retail automobile business—if you are now representing a car that does not seem to have the confidence of the public—or if you represent a high-priced car, and wish to complete your line by the addition of a moderate-priced automobile—consider the Briscoe and write us for particulars of the Briscoe proposition to agents.

The Briscoe Half-Million Dollar Motor—quick, responsive, silent—turns a small quantity of gasoline into a tremendous lot of power. If you want speed, it will take you fifty miles an hour; if you prefer to loaf along, you can throttle down to three miles per hour on high gear. And you can count upon getting from 25 to 30 miles from each gallon of gasoline.

Every feature of the Briscoe is in keeping with its wonderful engine. A genuine stream-line body with tilted windshield gives the appearance equal to the highest-priced car. The comfortable seats show high-grade, durable upholstery, and all the accessories are such as you look for in your ideal car. The electric light in the tonneau is just one refinement typical of the Briscoe's complete equipment.

Investigate this low-price car with high-price features.

THE CANADIAN BRISCOE MOTOR CO., LIMITED

WESTERN OFFICE: 156 PRINCESS ST., WINNIPEG

Factory: Brockville

Head Office: Toronto

MANITOBA DISTRIBUTORS: CANADIAN BRISCOE MOTOR CO., LTD. WINNIPEG

Distributors for Western Canada

ALBERTA DISTRIBUTORS:

SASKATCHEWAN DISTRIBUTORS:

AUTO SERVICE CO., LTD.

REGINA

AUTO SERVICE CO., LTD.

SASKATOON

JAS. F. STONE MOTOR CO.

NORRIE & FAWCETT

J. R. N. COOKE & CO.

INTERNATIONAL MOTORS, LTD.

CALGARY

MEDICINE HAT

EDMONTON

B.C. DISTRIBUTORS:

VANCOUVER

The "New-Way" Light-Weight, All-Purpose Engine

Increases Your Sales and Profits

Your customers not only demand an engine that will operate a grain binder, but one that can also be used to operate their light-plant, potato digger, feed grinder, cream separator, wood saw, etc.

From the South:

Gentlemen:—I have sold the "New-Way" All-Purpose and Binder Engine for a number of years, and always found them to give splendid satisfaction.

For the extremely hot weather it is the engine I recommend because of the perfect cooling system and light weight.

My trade has increased each year, and prospects for greatly increased sales this season are always in sight.

(Signed) J. F. WHALEY,
Stuttgart, Ark.



From the East:

Gentlemen:—Several years ago we started handling the "New Way" Engine, and met with such fine success we later considered purchasing the engines in carload lots.

We attribute a large percent of our success to the fact that the "New Way" Engine is the only specialty in the engine field. It is so different in so many ways and has so many special features over ordinary engines that it is really beyond competition.

(Signed) FISHER BROS.,
Kava Village, N.Y.

The "New Way" Light-weight All-Purpose Engine meets every power requirement on the farm outside of the tractor. Wide-awake dealers sell them everywhere. You should write for the agency.

The "New-Way" Motor Company
LANSING, MICHIGAN, U.S.A.

General Motor Corp. Expanding Interests

The General Motors Corporation which entered the tractor business with the purchase of the Samson Sieve-Grip Tractor Co., at Stockton, Cal., will locate its Pacific coast branch in that city. The corporation now own the McLaughlin interests in Canada. They have purchased the Samson plant at Stockton, also

additional land on which new units will be erected.

W. C. Durant, president of the corporation, announces that more than \$37,000,000 will be spent this year in new construction and plant extensions of G. M. C. automobile truck and tractor plants. In the list given \$4,500,000 was applied to Janesville, Wis., the home of the Samson company, and \$6,000,000 for a tractor plant at Walkerville, Ont.

Co-operative Plan for Massey-Harris Organization

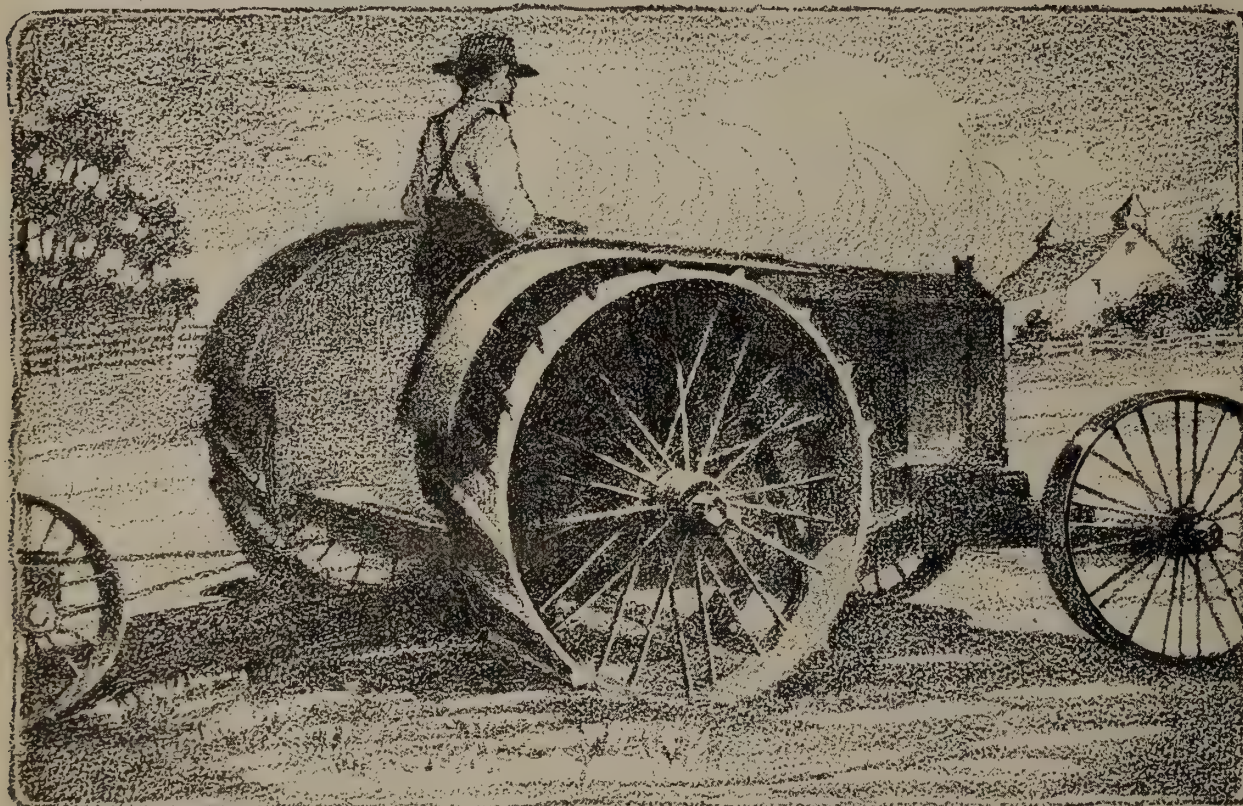
A Toronto despatch states that at a banquet given recently by the directors of the Massey-Harris Co., T. Findlay, general manager, announced a new cooperative scheme in connection with the Massey-Harris organization and all its subsidiary companies throughout the Dominion. The scheme includes old-age pensions

and an opportunity for all employees to acquire shares in the company on easy terms. The announcement of the plan at the banquet was received with much enthusiasm by the assembled employees.

Cleveland Tractor Company Issues Sales Prospectus

The broad gauge constructive marketing policy of the Cleveland Tractor Company of Cleveland, Ohio, is reflected in the new Cleveland Sales Prospectus just off the press, which they are distributing to their salesmen, dealers and prospective dealers, a copy of which has just come to our desk.

The title "Sale Quality in Tractors" suggests the angle from



TRACTOR performance is carburetor performance—*everlastingly and always*. The best tractor made is no more efficient than its power plant, and no engine is a good engine unless it has a good carburetor.

Every dealer knows that his sale is not completed when he delivers the machine. It must stand up to the work; it *must* give service.

KINGSTON carburetors have made good. They are known where good tractors are known. They put *proved performance* back of your

statements of tractor efficiency.

The chances are that the tractors you handle are already KINGSTON equipped. That means a big sales advantage to you. More than 75 per cent of all the tractors now being manufactured are KINGSTON equipped.

Write for the Booklet that Explains Why

Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street



Facsimile of Front Cover of the Cleveland Sales Prospectus

which the tractor business is approached and discussed in this book.

Its object, says the company, is to open the eyes of tractor salesmen and merchants to the opportunity that is afforded in the tractor field, not only for the profit for those who sell tractors, but as well the real service that they can render to agriculture.

The men who are going to accomplish most and profit most largely in the tractor industry, both in the manufacturing and selling of tractors, will be the men who get the proper vision of the service which the tractor can render the farmer and who put their efforts behind the manufacture and sale of the tractor which is best suited to the needs of the farmer, and the Cleveland book lays particular emphasis upon this point.

Typographically it is one of the most attractive pieces of tractor literature we have seen. The

front cover which we reproduce on this page is printed in four colors. The large page size 10 in. x 14 in. makes it unusual and its twenty-eight pages are well printed and most attractively illustrated.

Dealers' Association Warns Against Price Cutting

In a circular to members, the Indiana Implement Dealers' Association points out that the fact of the dealer cutting prices to unload goods will get one result only—that of demoralizing 'the dealers' business and also that of his neighbor dealer. If the dealer reduces prices 10 or 20 per cent the farmer will expect 40 to 50 per cent. Further, there will not be a single machine moved that would not have been sold anyway, as the farmer will buy only what he needs, regardless of price. If, in the readjustment of prices, says the circular, it is necessary to lose money, let the dealer lose it at invoice price. Continuing, this circular says:

"One of the great implement concerns has already guaranteed to equalize prices on 25 per cent in numbers of their machines bought and settled for in 1919 remaining on hand November 1, 1919, with prices prevailing March 1, 1920. One other great concern agrees to equalize prices on all goods unsold shipped since March 22 with prices prevailing Sept. 1 to Nov. 30, 1919, and no doubt most of the other concerns will make some arrangement equally satisfactory.

"You bought your goods in good faith for the benefit of the farmer as well as yourself. You sold him goods for two years according to what you paid. It is now his time to buy goods according to what you paid.

"Please consider that a cut of 10 to 14 per cent in steel and iron prices will not mean near that much on finished products for 1920. Goods in our line are not high, in fact, compared with products of the farm, are low.

"Another thing, stocks of implements should be kept up to standard, as the chances are you will lose more money by losing sales than you will by carrying goods over, and don't forget that the farmer can get goods as quick from mail order houses as you can from your branch house. If you think you have more goods than you can sell, talk to your neighbor dealer, who sells the same line, your traveler and your branch house, and in that way you can get relief, but don't cut prices, as you will only injure yourself and the implement industry."

An Invaluable Machine for the Farm

Manager P. J. Grout, of the Twin City Separator Co., Winnipeg, announces an excellent demand for the Bull Dog wild oat and barley cleaners and separators they manufacture. These machines are made in three sizes, three, six and twelve roll design.

The eradication of the wild oats is done in a most thorough manner. These wild oat separators consist of long grooved rolls of

corrugated sieve material. The grain is fed into a hopper and passes down the interior of the rolls, which revolve. The revolving action, coupled to the corrugated inner surface of the rolls, tumbles the thin berries of the wild oats up on end. The plump kernels of the other grains slide down the rolls, but the action of up-ending the wild oats kernels makes them pass through the roll so that they are absolutely removed from the mixture.

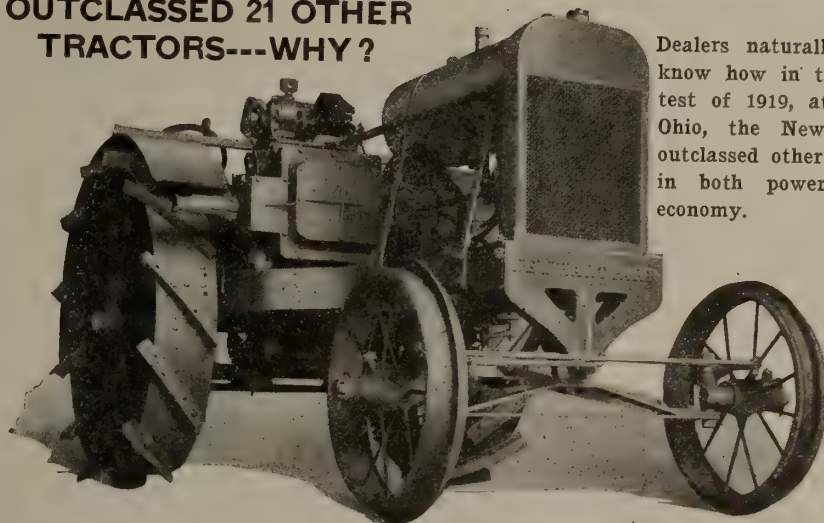
The company are busy manu-

facturing these machines, which can also be used for grading tame oats, also their complete line of fanning mills for farm use and large elevator mills.

Look back at the automobile business ten years ago. Look at the tractor business now. Add a dash of vision and a big splash of common-sense. Surely you can see just about what the tractor business will amount to five years hence.

The New HART-PARR

OUTCLASSED 21 OTHER TRACTORS---WHY?



Dealers naturally want to know how in the first big test of 1919, at Columbus, Ohio, the New Hart-Parr outclassed other 21 tractors in both power and fuel economy.

Specifications:
POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dray kerosene shunt.
BEARINGS—SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,150 pounds.

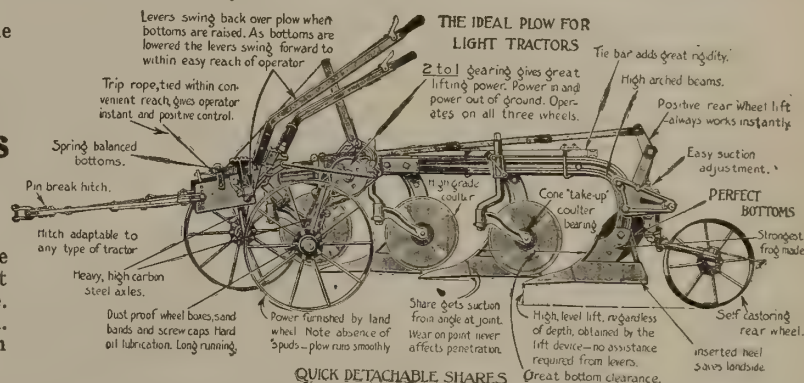
The secret lies in the Dray Kerosene Shunt that feeds cold fuel at full load, and pre-heats the mixture at no load or light load. That's why the New Hart-Parr runs smoothly at all loads without carburetor adjustments.

A marvel of power and reliability. Built by the Hart-Parr Co., founders of the tractor industry, who built the first oil tractors, the Old Reliable 60's that helped break the Canadian prairies. With eighteen years of successful tractor building behind it, the New Hart-Parr to-day proves by supremacy that experience in tractor building means much to the man who sells the tractor—and the farmer who buys it.

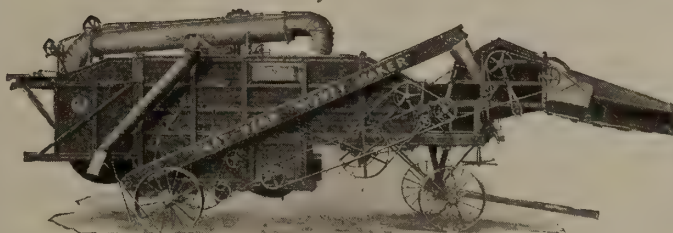
A 3-plow tractor with 30 H.P. on the belt. Ideal for your district.

P & O Little Genius Tractor Plows

Note the important features in the Little Genius Tractor Plow. It is the highest grade plow that the dealer can handle. A choice of bottoms to suit any soil. Hitch adaptable to any tractor. Made in 2 and 3-furrow sizes.



For Individual Use---Hart-Parr "Money-Maker" Threshers



Don't overlook the sales possibilities in your district for Hart-Parr "Money-Maker" Threshers. Guaranteed grain getters, they handle any crop clean and quickly. Strong construction, built to stand the pull of any light or medium weight tractor. Sold complete with attachments if desired.

We are Distributors for: New Hart-Parr Tractors, P & O Plows and Tillage Implements, "Superior" Horse and Tractor Grain Drills, Hart-Parr "Money-Maker" Threshers. Ask for our liberal agency offer.

HART-PARR OF CANADA, LIMITED
 WINNIPEG REGINA CALGARY SASKATOON EDMONTON

Tire Sales Reported Good

H. H. Middleton, manager of the Miller Tire Company, 155 Princess St., Winnipeg, reports an exceptionally good demand for Miller tires and other Miller products. There is especial interest being shown in "Millermolded" tires, which are made in all sizes to meet the demand made upon dealers. From 30x3½ to 36x4 there is a range of sizes which the dealer will find adapted to the tire needs of his territory.

Miller tires and tubes have an enviable reputation in the automobile field, and carry a very strong guarantee. Interested dealers can obtain full particulars regarding the complete Miller line by addressing the company as above. Another line which is being handled by the company is "Royal Oak" and "Clover Leaf" tires, also Royal red and grey

tubes. These tires are made in 30x3½ to 35x5 sizes, with an intermediate selection which will meet any local demand. The interchangeable sizes are from 31x4 to 37x5. Clover Leaf tires, in the same sizes, are made in 30x3½ and 31x4 sizes with clincher bead only. All other sizes are straight side bead only. The company are also distributors for the well-known "Goliath" spark plugs for automobile and tractor use. These are threaded in standard sizes to suit the leading makes of car and are a line for which Miller dealers should find a good demand.

Holt Caterpillars Again on Market

The Holt Manufacturing Company, Peoria, Ill., announce two new models of their well-known caterpillar tractors, a 5-ton, 4-plow and a 10-ton, 8-plow machines. The Holt tractors were not available for farm demand during the war, as the entire output of the plants was taken over by the British and American armies for hauling artillery and transport work.

Both models show external evidence of the military influence in their automobile style hood which gives the tractor a compact, neat and very powerful appearance. The seat is much

more comfortable and is admirably placed, giving the driver an unusually clear view of the field ahead and of the work being done by the implements following. Belt pulley is placed at the rear of the tractor where it gives maximum power and keeps the belt at proper tension and in perfect alignment.

In these tractors the steering control is by means of clutches and brakes without differential. Hyatt roller bearings are used throughout the transmission and drive as well as in the track rollers and idlers.

The track is made of cast steel links, solid type, with case hardened bushings and pins. Quick detachable lugs are furnished to avoid the skidding met in certain conditions of wet gumbo.

Gray Tractor Literature

We have recently received from the Gray Tractor Company of Canada, Winnipeg, a copy of their new publication, entitled "What the Gray Tractor is Doing." Another piece of Gray publicity is a pamphlet, entitled "Facts from the Field," which embodies a series of letters from owners of Gray tractors, located all over Western Canada. From the testimony shown by these letters the Gray tractor is assuredly giving excellent service and is doing good work in solving the farmers' power problems.

A special feature of this machine is the side arm hitch, which allows the farmer to perform four distinct operations at one time. He can plow, while on one arm a harrow is hitched, harrowing the newly turned soil. On the land side of the tractor the stubble is disced at the same time by a disc harrow attached to the left-hand side arm of the Gray tractor. The wide drive drum of the tractor rolls the soil before the plows. This drum does not pack the soil

as the weight of the tractor is spread over a large traction surface.

Gray tractors have no differential and no bevel gears. The transmission consists of six large spur gears, running in oil. Power is transmitted to the drive drum by means of heavy duty roller chains—one on each side of the drum. Manager Prugh, of the Gray Tractor Company of Canada, Winnipeg, will be glad to send interested dealers full particulars of the Gray. He reports an exceptionally good demand this spring, and every Gray user is evidently a satisfied customer, to judge by the letters received.

Back to Civil Life

After six months in the firing line in France, Howard Hunter, of the Avery Co., of Texas, has returned to business life. He had



HOWARD M. HUNTER

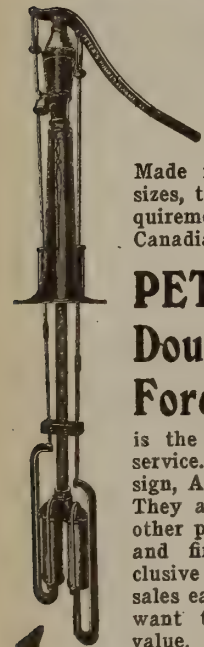
been with that organization for six years before donning khaki and going to take issue with Fritz. Now that Europe has settled down to some extent, Mr. Hunter has rejoined the Avery organization and has been appointed manager of the Avery branch at Amarillo, Texas. He has served in every conceivable capacity in the machinery business and is reported to be one of the best informed tractor and thresher men in the state.

Ad. Manager for Plow Works

The appointment of Arthur M. Semones as advertising manager has been announced by the J. I. Case Plow Works, Racine, Wis. Mr. Semones succeeds Thos S. Willoughby, resigned. For the past six years he was connected with Henri, Hurst & McDonald, the well-known advertising agency in Chicago, where he served as production manager.

Now for hay machinery.

PETERS PUMPS



Give More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters' Pump Proposition for 1919

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peter's Pump Company, Newnan, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

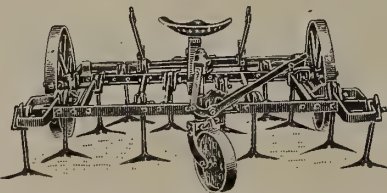
Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

A BIG SELLING LINE

Ronald-Smith Cultivator

FULLY GUARANTEED



Back view of the Ronald-Smith 8 ft. cultivator. Equipped with thirteen 9-inch shares, overlapping 2½ inches; standards 21 inches to 28 inches apart, allowing all rubbish to pass through freely.



Safety Hitch and Shock Absorber FULLY GUARANTEED

Large size will pull a load of three tons. This hitch is suitable for 3 to 10 plows in stubble. Price \$17.50. Small size, one to three plows in stubble, price \$15.00.

Attractive Discount to Dealers
AGENTS WANTED

The Ronald-Smith Cultivator Company Ltd.

411 SOMERSET BLDG., WINNIPEG

PUMPS

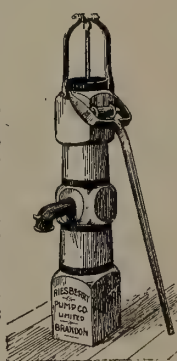
AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607

19-6th Street Brandon, Man.

Marshall Line Again in the Sales Field

Few farm machinery concerns have a better record as regards the adaptation of their plant to the needs of the British Government during the war than Marshall, Sons & Co., Ltd., of Gainsborough, England.

This well known British Company, who are represented in Canada by Marshall, Sons & Co. (Canada), Ltd., Saskatoon, did splendid work for our armies since 1914 to the termination of hostilities. From their plant at Gainsborough, which during the war was under control of the British Government, they sent to France such vital factors as tanks, aeroplanes, ammunition wagons, ammunition boxes, huge quantities of large calibre shells, trench pumps, in fact a variety of war equipment rarely produced by any one factory.

Notwithstanding the complete absorption of their plant for war purposes, Marshall, Sons & Co. (Canada) Ltd. since 1914 have been in a position to meet every repair department requirement demanded by Marshall dealers and users of the Marshall line throughout Canada. Repair service was kept at the top-notch of efficiency and the company fought on two fronts—helping the Allies with its war supplies, and keeping its sold machines in operation on the Canadian farms, so that production should not be hindered. As a matter of fact, few concerns kept up a better repair service during the war than Marshall, Sons & Co Ltd of Canada from Saskatoon warehouse.

H. E. Lambe, manager of the Canadian organization informs Canadian Farm Implements that the company will now be in a position to supply the Western trade with their well known line of oil tractors and stationary and portable engines. Marshall oil tractors are made in two classes, "C" and "E" 16 h.p. to 32 h.p. The company rate their tractors as doing the approximate work of the number of horses indicated by the rating. For instance the 16 h.p. Marshall will pull the load of 16 horses; the 32 h.p. of 32 horses. The brake horsepower developed is 35 and 70 b.h.p., respectively. General purpose tractors of 35 and 70 b.h.p. are also manufactured, models "D" and "F." The weights of the Marshall tractors are as follows: Plowing tractor, C, 17,920; D, 24,640; E 20,160; F, 27,440. The engine dimensions are 7 x 7 ins. in all models running on gasoline. They are splendidly adapted for

plowing, threshing and all farm work.

Marshall oil engines are of the famous Semi-Diesel type, and operate on the two cycle principle. They use crude oils, refined or residual oils. With good crude oil the company state that the full consumption at full load is only approximately $\frac{5}{8}$ pint per b.h.p. per hour. The method of combustion is interesting. A charge of air is compressed in the cylinder at roughly 175 lbs. per square inch. At the correct moment, accurately timed by cam setting, the oil fuel is injected in the form of a fine spray, and the temperature of the vaporizer

ignites the mixture. No air or exhaust valves are required, and it is stated that no deposits are formed by this method of combustion.

The company make stationary oil engines in 6, 8, 10, 12, h.p. and up to 50 h.p., and portable engines in the same horse powers also up to 50 h.p. Interested dealers can obtain full particulars of this British built line by writing Marshall, Sons & Co. (Canada) Ltd., 11th St. West, Saskatoon.

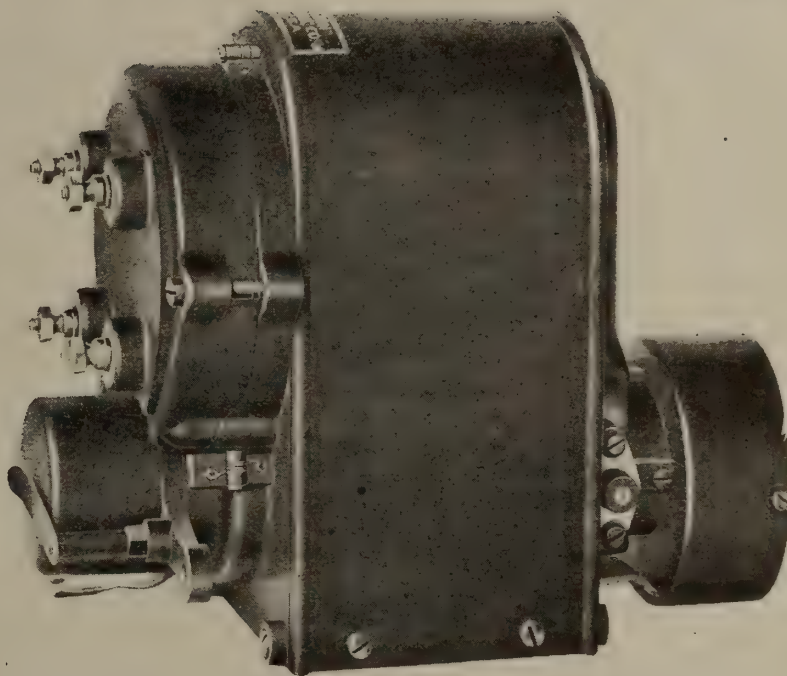
A New Trade Publication

"Canadian Motor, Tractor and Implement Trade Journal" is the name of a new publication being

issued by that well-known house, the MacLean Publishing Co., Ltd., Toronto. This magazine will serve the wholesale and retail trade in the fields indicated by its title. It is well made up and the initial numbers contain topical and informative articles. We welcome our Eastern contemporary to the farm machinery trade field of the Dominion, wherein lies abundant opportunity and a wide variety of subjects to cover, from both the technical and commercial viewpoints.

In cards or business the game doesn't always go to the dealer; and more's the pity.

KINGSTON MAGNETOS



The KINGSTON magneto is a true, self-contained, staunchly constructed ignition device, fully up to the high standard of all KINGSTON products.

The new KINGSTON has met with instant success throughout the market. It is water-proof and dust-proof, ruggedly built, designed expressly for the heavy stresses of tractor service. It is in every way a better magneto.

The KINGSTON carries the famous impulse starter. It is positive of action, and is built for wear.

The most efficient tractors are KINGSTON equipped.

KOKOMO ELECTRIC CO.
KOKOMO, INDIANA, U.S.A.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

A. McB., Sask.—The Casaday light tractor plow is manufactured by the South Bend Chilled Plow Co., South Bend, Ind. Regarding tractor gear drive, there is actually little to choose between the bevel or spur gear type, if the machine work, material and alignment are equal in both cases. The dealer should satisfy himself regarding the quality of the gears, regardless of the type used.

C. S., Alberta.—Boxing for disc harrow, part No L100, is for an old style Kingman disc, formerly made by the Kingman Plow Co. The only source from which repairs may now be obtained is the Martin & Kennedy Co., Kansas City, Mo.

D. C., Man.—The disc harrow with boxings numbered H202, H203, H204, H205, is an old model Rock Island disc. The only source from which you could obtain repairs is to write direct to the Rock Island Plow Co., Rock Island, Ill.

A. J., Man.—The feed grinder marked "Martin No. 5" is a type made by the M. R. Martin Co., St. Louis Park, Minn. Address the factory direct for repairs.

W. C., Man.—Plates for a No. 10 Stickney grinder are no longer being carried in Western Canada. Apply for replacements to the Appleton Manufacturing Co., Batavia, Ill.

S. & Son, Sask.—We understand that the Thiem motor cycle is no longer being manufactured. We do not know of any repair source from which parts could be obtained, but advise you to enquire from the publishers of "Motor Cycling and Bicycling," 542 South Dearborn Street, Chicago.

C. Coy., Man.—The Gade air-cooled engine is not being sold in the Canadian West. For repairs, address the makers: The Gade Bros. Mfg. Co., Iowa Falls, Iowa.

H. J. H., Sask.—We have no engine listed known as the Jackson, as manufactured by Secord & Orr, at Jackson, Mich. Don't think the firm is now in existence.

G. S., Sask.—The Canadian Fairbanks-Morse Co. have a line of air-cooled engines for handcar use. They have none on hand at present, and will not until June. You could enquire from the Sylvester Mfg. Co. at Lindsay, Ontario, who specialize in this type of engine.

D. E. McN., Sask.—Part 2P23 is for a Fuller & Johnson gang plow. The only repairs carried in the West for these plows are sold by the T. Eaton Co., Winnipeg.

J. A. K., Man.—The "Daisy" grain crusher is one of a line made by the Silver Mfg. Co., at Salem, Ohio, to whom apply for necessary parts.

L. & O. Co., Sask.—Monitor plows were made by the Minneapolis Plow Co., Minneapolis, who have been out of business for years. We do not know of any concern handling these plow parts. The Tudhope-Anderson Co., Winnipeg, has on hand a limited stock of repairs for the Monitor brush breaker, but not for the plow line.

M. & B., Sask.—Nos. 3305, 3306, 3304, 3257, etc., are bearing boxes for a disc harrow made by the J. I. Case Plow Works, Racine, Wis. Address the factory direct for new boxes.

S. R. E., Alta.—Part D134 is a spool box on a disc harrow made by the Ohio Cultivator Co., Bellevue, O. Write factory direct.

R. McA., Sask.—Left hopper head, part

A208, and part D57, feed lever guide, are for a drill made by the Dowagiac Drill Co., Dowagiac, Mich., from whom you can procure parts.

H. L. Co., Man.—Part H442 is an axle bracket for a disc harrow made by the Rock Island Plow Co., Rock Island, Ill. Write factory direct.

T. E. S., Sask.—Boxings B534, B657, B655 are for a disc harrow made by the Moline Plow Co., Moline, Ill. Repairs can be had from the John Watson Mfg. Co., Winnipeg.

J. H. R., Sask.—Part PR241 and PR231 are parts for a plow formerly made by the Racine-Sattley Co. For repairs address the Martin & Kennedy Co., Kansas City, Mo.

G. H. Co., Man.—Feed grinder plates Nos. H140 and D140 are from a feed grinder made by the Bauer Bros. Mfg. Co., Springfield, O. Write factory direct for repairs.

S. P. B., Man.—K349 is a lever socket for a harrow made by the B. F. Avery & Sons Plow Co., Louisville, Ky. Repairs can be had direct from factory. None are carried in Canada.

E. R. C., Sask.—Parts B99, B117 and B119 are for an old Bradley disc formerly made by the David Bradley Mfg. Co. The only source for repairs is the Sears Roebuck Co., Chicago.

B. W., Alta.—The Alfalfa cream separator is part of the Reliance Line, made by the Reliance Engineering Co., Lansing, Mich. We believe that the "Mikado" cream separator was at one time manufactured by C. Richardson & Co., St. Mary's, Ont.

J. T., Man.—The "Reliance" line of harness is manufactured by the Reliance Harness Works, Temperance St., Toronto.

S. R. C., Sask.—The engine you mention is one manufactured by the Hamilton Engine & Pump Machinery Works, Hamilton, Ontario.

M. & Co., Sask.—The following concerns deal in grain elevator machinery: Canadian Allis-Chalmers, Toronto; W. J. Greey Co., Toronto, Ont.; Manitoba Bridge & Iron Works, Winnipeg; Vulcan Iron Works, Winnipeg; Strong-Scott Mfg. Co., Winnipeg.

M. McB., Sask.—For particulars of well-drilling machinery apply to the following concerns: American Well Works, Chatham, Ont.; Ontario Wind Engine & Pump Co., Regina; North Star Drilling Co., Regina; Canadian Western Foundry & Supply Co., Calgary.

GRAY TRACTORS IN GOOD DEMAND

T. E. Moffat, general sales manager of the Gray Tractor Coy., Canada, Winnipeg, recently returned from a trip throughout Manitoba during which he visited the leading dealers for Gray tractor, and also appointed several new agencies. Mr. Moffat, who served overseas in the 107th Batt., reports a good demand for the Gray tractor. The company in Winnipeg are receiving a steady supply from the factory at Minneapolis, and Manager Prugh anticipates a good season for his wide-drive drum machine.

DISTRIBUTORS FOR WHEAT TRACTORS

The Hession Tiller & Tractor Corp., Buffalo, N.Y., announce that their "Wheat" tractors will be distributed in Saskatchewan by the Wheat Tractor & Implement Sales Agency, with headquarters at Saskatoon and a branch office at Regina. The Wheat Tractor is a 3-plow, four wheel machine that can be converted into a rubber tired road tractor by the use of interchangeable wheels.

A NEW LIGHT TRACTOR

Knickerbocker Motors Inc., Poughkeepsie, N. Y., are bringing out a new light tractor which, it is stated, will sell for \$650. This tractor was developed by Walter C. Guildler, general manager of the company. The advertising man-

ager is A. P. Jennings, formerly with the Sharples Separator Coy. The new tractor has unusually high clearance and operates a 14 or 16-inch plow, and because of its height is stated to be very successful for cultivating.

WILLIAM BROWNING DEAD

The International Harvester organization throughout the world will learn with profound sorrow of the death at Battle Creek, Mich., on April 22, of William Browning, formerly domestic sales manager. Death followed a stroke of paralysis.

After forty-one years of faithful service the late Mr. Browning retired from the service of the Harvester organization on May 1, 1916. He was one of the most widely known men in the implement industry of this continent, and was during his entire career a general favorite



The Late William Browning

among salesmen and dealers. His kindly nature and capacity for helpful friendship endeared him to all who were privileged to know him.

Mr. Browning's career began with what was then C. H. and L. J. McCormick at their agency at Chillicothe, Missouri. This was on October 1, 1875, 44 years ago. Ten years later Mr. Browning had become a general agent for the McCormick Harvesting Machine Company at Warren, Ohio, and between that year and 1903, when the business of the various sales branches of the newly organized Harvester Company were joined, Mr. Browning was general agent at Cleveland, Ohio, Pittsburg, Pa., and St. Joseph, Mo. In 1903 he became general agent for the Harvester Company at Kansas City, Mo., and in the same year was brought into Chicago and made district manager of sales in charge of the Southwest District. In 1907 he became assistant manager of domestic sales and in 1910 was promoted to the position of domestic sales manager. Between that time and May 1, 1916, when he retired, were years of great constructive development in the business of the International Harvester Company of America throughout the country. William Browning's standards of honest friendly dealing made themselves felt to the satisfaction of branch house managers, salesmen, and dealers everywhere. The influence of his generous, creative nature upon the whole farm implement industry can hardly be estimated.

In our issue of May, 1916, on his retirement, the late Mr. Browning sent the following message to International dealers throughout Western Canada: "I wish to express a word of thanks and appreciation to our many loyal dealers, who we all realize have been so instrumental in

our success, as well as their own, and in whom I have always had the utmost confidence and whose problems I have endeavored at all times to give equal consideration with our own in the conduct of the business.

"In my dealings with all men it has been my aim and sincere desire to be fair at all times and if I have erred I hope it was due to lack of judgment, rather than wrong intentions."

Winnipeg Concern Opens Branch in United States

E. J. Gifford, of the Stewart Sheaf Loader Co., Winnipeg, has gone to Fargo, N.D., where he will open a branch house for his company. Mr. Gifford will remain in Fargo all summer and fall supervising the company's sales in the western half of Minnesota and the Dakotas.

Last year a large number of Stewart Sheaf Loaders were sold in the Dakotas, and this year the company anticipate a very heavy demand, as the farmers in these states are great enthusiasts for the loader. The Stewart Sheaf Loader Co. will also make distributing arrangements for their complete "New Era" line in Kansas and Oklahoma, where there is a wide field for the sale of their product. They manufacture two types of sheaf loader, separators for light tractor use, and rotary cultivators. In the Canadian West the company are distributors for Moline Tractors and the complete line of Moline power farming implements. Mr. Gifford is well known to western dealers as formerly connected with the Hart-Parr Company in West Canadian territory.

U. S. Manufacturers Report on Conditions

The National Association of Manufacturers in the United States has just completed a survey of trade conditions in that country. From reports received by the association from the implement industry, the following data is of interest:

Sixteen per cent of the implement manufacturers reported present trade conditions good, 76 per cent pronounced them fair and 8 per cent poor. Concerning the outlook for the year as a whole, 11 per cent reported it excellent, 11 per cent good and 78 per cent fair.

In the vehicle field 20 per cent reported present conditions excellent, 49 per cent good, 20 per cent fair and 11 per cent poor. As seen by the vehicle men, the outlook was excellent to 39 per cent, good to 50 per cent, fair to 9 per cent and poor to 2 per cent. Only 14 per cent of the manufacturers of farm implements reported buying on an important scale by dealers and jobbers.

Help Us To Achieve Canadian Haying Efficiency

ALWAYS in the forefront---**Deering and McCormick Haying Machines** have been so closely followed in their work by the eyes of skilled and practical men who have developed improvements to meet all field conditions that loyal users know them to be in a class by themselves.

Deering and McCormick mowers can be depended on to cut without clogging or waste, day after day and year after year. The cutter bar on these machines adapts itself to the ground, rising and falling, leaving the stubble smooth and short. Built of materials that are always first-class, they reach a good old age with every part functioning smoothly and well, with little need for any doctoring.

With these should be considered the other machines that go to make up the International Harvester line for haying time requirements. **Deering and McCormick** rakes and tedders, and **International** combined side delivery rakes and tedders, and **International** hay loaders, etc., are prime favorites. Durability, ease of operation, and satisfactory work in all the details that go to make up haying success are qualities that your customers will look for in these tools---and find!

It is understood among farmers that with all these machines goes **International service**---so alert and intelligent that loss of time through replacements or adjustments is reduced to a minimum. This is an important item. This is a big factor in easy selling. Tie to the **Deering or McCormick** line of haying machines. Get in touch with the nearest branch house listed below for any information you may need.

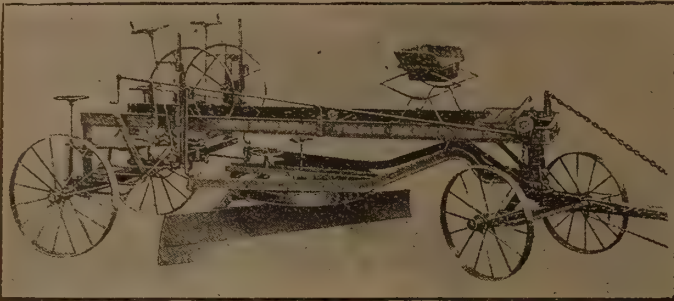
INTERNATIONAL HARVESTER COMPANY OF CANADA, LIMITED

BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

Dealers : Better Roads in Your District Means Bigger Business For You



Good roads increase farm values, make your customers richer and allow them to come to town oftener for required equipment and supplies. Good roads are a necessity in every community. Meet the demand in your territory for road-making machinery by handling our lines. You will profit now—and in the future, by increased business. We sell a complete line of

ROAD MAKING MACHINERY

Ask For Literature and Prices On Our

BUCYRUS SHOVELS WHEEL AND DRAG SCRAPERS
ELEVATING GRADERS AND WAGONS
ROAD ROLLERS, PLOWS, LEVELLERS AND GRADERS
SPRINKLERS, SPRAYERS AND FLUSHERS
CONCRETE MIXERS AND STONE CRUSHERS

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

**DOMINION EQUIPMENT and SUPPLY
COMPANY, LIMITED**

1001 McARTHUR BLDG. WINNIPEG, MAN.

BULL DOG WILD OAT SEPARATORS AND BARLEY CLEANERS



Made to
Separate
WILD
OATS
from
Barley,
Wheat
and Tame
Oats and
DOES IT

3, 6 and 12-Roll Sizes: Capacities to 75 Bushels

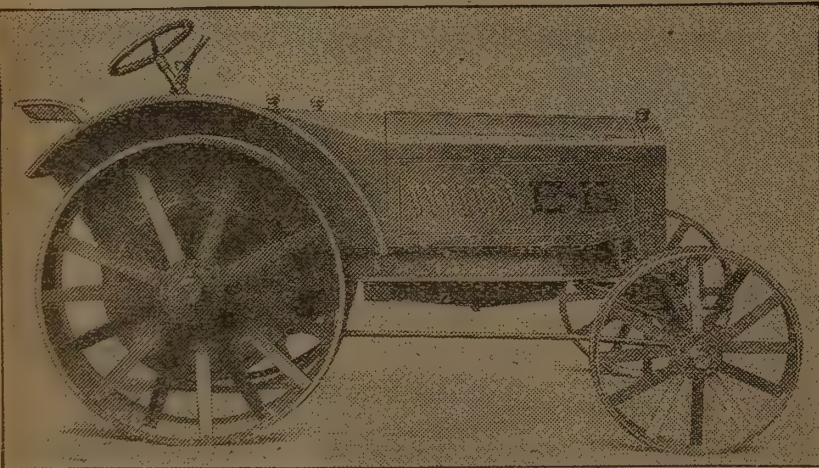
Acknowledged to be the most efficient wild oat separator on the market. Farmers everywhere want this machine. Note the design. The grain passes down revolving, corrugated rolls, tumbling on end and allowing the wild oats (thin berries) to go through the perforations, leaving perfect grain for seed. Also a perfect grader of tame oats. Sold with or without power attachments and baggers. Dealers—Now is the time to order your stock for fall trade. Meet the demand, and make nice profits.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET :: WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to
R. W. DOW, Box 1406, Calgary, Alberta



T-A STIFF TOOTH CULTIVATORS

Canada's Champion Weed Killers

Built in Three Sizes: 7, 9 and 11 Teeth

For thorough cultivation and weed eradication, the Tudhope-Anderson Cultivator is the best machine sold. Heavy, strong, yet light in draft. Exceptional clearance. Stiff, sagless steel frame. Individual, adjustable pressure on each tooth. Easily operated mechanism for raising or lowering. Hard, open hearth, crucible steel points; any size points supplied as desired. A letter will bring you full particulars.

GET A SAMPLE ON YOUR FLOOR—NOW!

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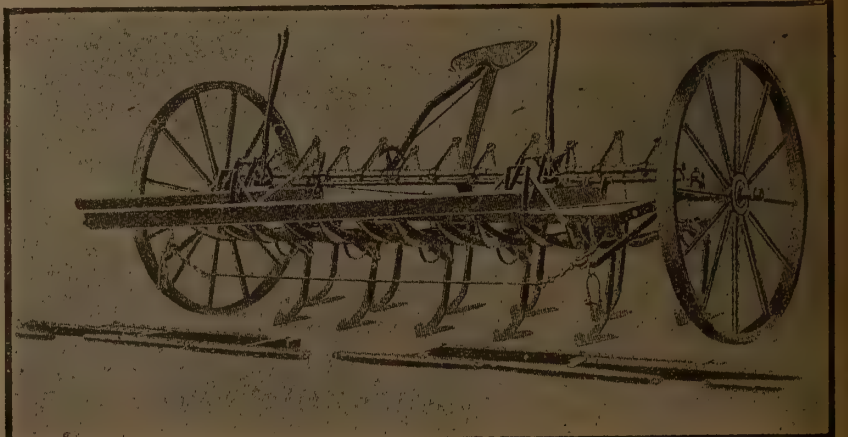
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CANADIAN FARM IMPLEMENTS

VOL. XV., No. 6

WINNIPEG, CANADA, JUNE, 1919

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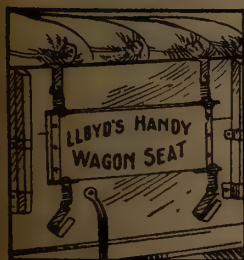
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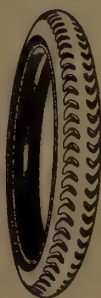


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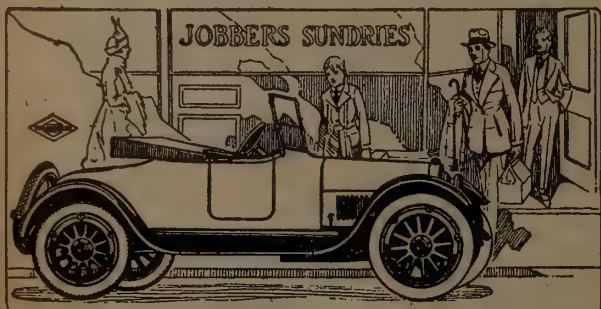
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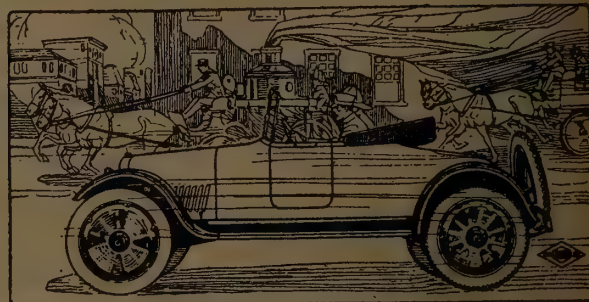
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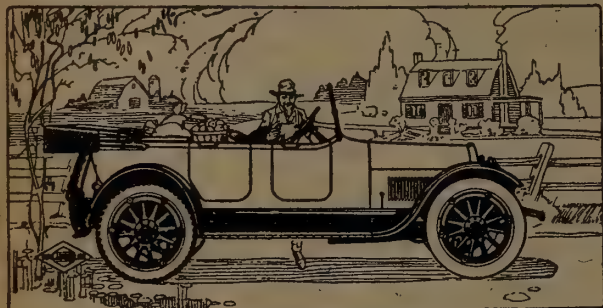
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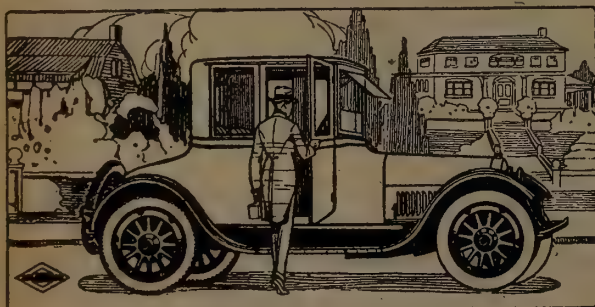
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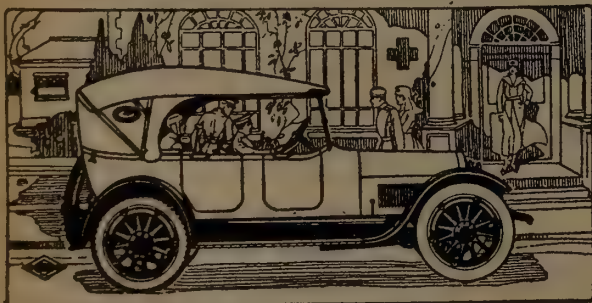
McLAUGHLIN LIGHT SIX ROADSTER H-6-62



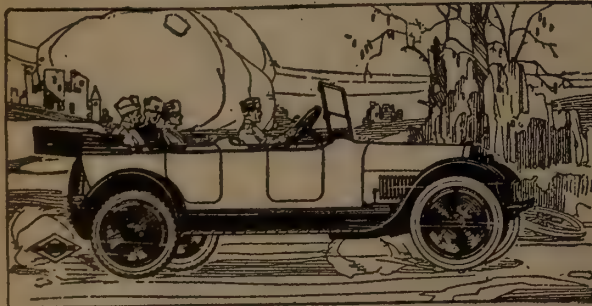
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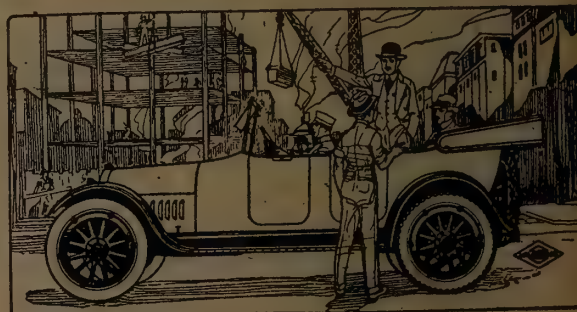
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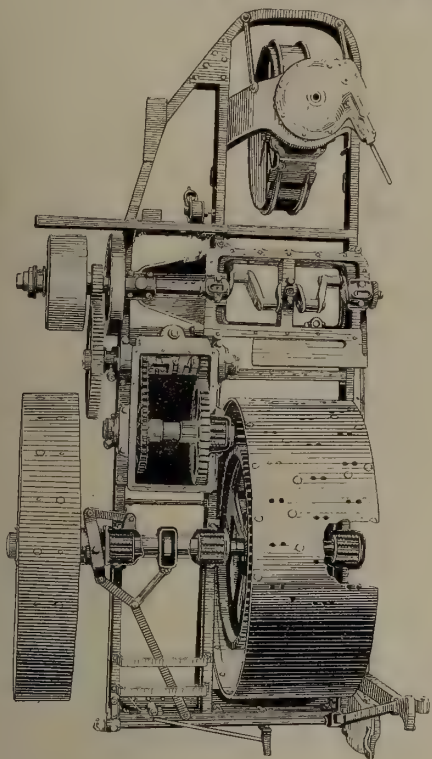
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FARMERS know the merits of the Case 10-20 Kerosene Tractor from actual experience. Practical tests in the field have proven its superior performance. Its unusual power for its size has brought universal praise.

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A four-cylinder, valve-in-head Case motor is mounted crosswise on the frame. The belt-pulley is located on the crank-shaft for convenience in lining up to belt-driven machinery. All spur gears are used.

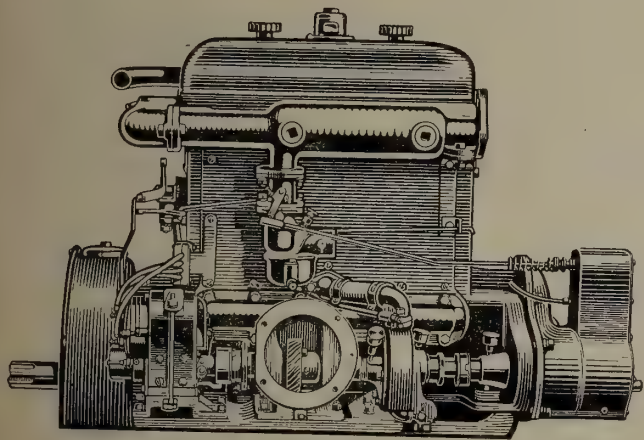
The Case Patented Air-Washer draws air through screens and water, preventing dust from entering the cylinders. The Syphon Thermostat keeps the motor uniformly hot, thereby ensuring complete combustion of kerosene in the motor.

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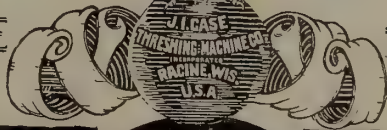
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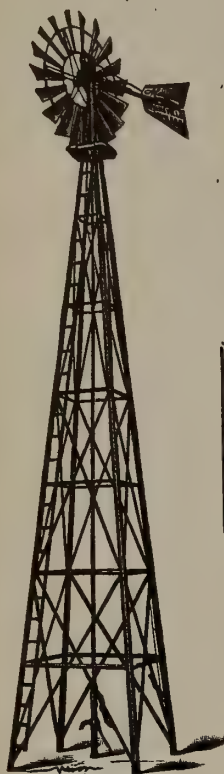


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This illustrates our vaneless wood wheel out of the wind.

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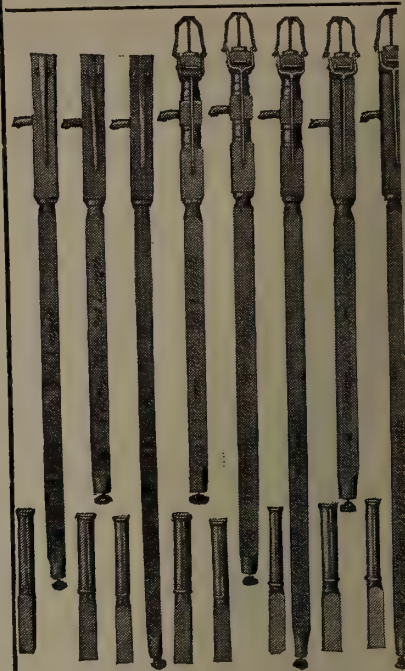


Fig. 3 Fig. 1 Fig. 2

Three Different Styles: Fig. 1, Turned Head, Iron Handle. Fig. 2, Square Head, Iron Handle. Fig. 3, Square Head, Wood Handle. Ready for immediate shipment at all times in any quantity.

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CANADIAN FARM IMPLEMENTS

Vol. XV., No. 6

WINNIPEG, CANADA, JUNE, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10c)

Saskatchewan Dealers and Wholesalers Discuss Problems

Representatives of Retailers and Wholesale Trade Met at Regina

On Monday, May 12th, the executive of the Implement Trade Section of the Saskatchewan Branch, Retail Merchants' Association of Canada, held a meeting with the wholesalers in the secretary's office in the McCallum-Hill Building, Regina.

This meeting took place the day before the opening of the annual convention of the association, which was held in Regina, May 13-15. As was reported in our pages, a similar discussion was held in Regina last December, the features covered being, to some extent, a continuation of the grievances voiced by the dealers at the former meeting.

Representatives of the leading wholesale farm machinery concerns doing business in Regina attended the meeting, and throughout the entire proceedings the general desire evident on the part of the wholesale trade was to improve conditions for the dealer, insofar as they could. Several of the points at issue, it is realized by the dealers, are ones that cannot be controlled by the branch managers of the various companies, but it is hoped by the dealers that the wholesale men will place their representations before their head offices.

H. D. Macpherson, Regina, president of the Saskatchewan Retail Merchants' Association, acted as chairman during the meeting, while J. J. Polson, first vice-president, who has given invaluable assistance to the implement trade section of the association, aided in placing the views of the executive before the members of the Wholesale Implement Association.

Six resolutions were passed unanimously by the implement dealers' section, and were discussed in the order given. The resolutions, as drafted by the executive, are:—

Resolutions Debated

1. Resolved, that the average cost to sell small implements is at least 18 per cent of the sale price, this figure being based on the experience of those dealers who have kept careful records in this connection.

2. Resolved, that in the opinion of this meeting eight per cent over cost to

do business would constitute a fair profit on cash dealing under a wholesale contract.

3. Resolved, that we, as implement dealers, deplore the tendency towards the doing away with the wholesale contract, and it is our opinion that there should be a spread of at least five per cent between the invoice price of goods shipped on the wholesale contract and a consignment contract and with the same cash discount.

4. Resolved, that in the opinion of this meeting the company alone should not be the sole judge as to whether or not the customer was sound financially at the time of sale; and, further, that the period in which they may charge back such notes be limited to not more than thirty days from the date such notes are received by the company; and, further, in the event of any note being rejected and so charged back, the agent shall have the privilege of settling for same at the wholesale price of article involved.

5. Resolved, that on a consignment contract, the dealer should have privilege of discounting his notes before October 1st at five per cent below invoice, losing his cash discount.

6. Resolved, that this meeting is of the opinion that anyone handling implements should be in a position to give a reasonable repair service, and in order to do this he must be assured of a reasonable profit on same; that this profit can only be realized on a discount of not less than 35 per cent of list price; and, further, that under a consignment contract repairs should be on a consignment basis, and that on a wholesale contract greater consideration should be shown to the dealer who wishes to exchange or return repairs on hand.

For the dealers, Messrs. Keller, Rorison and Polson spoke on the various topics; for the wholesalers, the executives of practically every firm represented gave their views.

Concerning the first resolution, dealing with overhead expense, the ground covered was largely a recapitulation of the discussion on this feature held at the previous meeting. The retail dealers base their overhead of at least 18 per cent on the records of several hundred of their members who keep an accurate record of all operating expenses.

Dealing with the claim that eight per cent over cost would constitute a fair profit, the speakers for the dealers make strong representations for a straight wholesale contract. Further, they stated that the man

who handles the implements in a wholesale way is taking a risk and should have adequate recompense. Some of the wholesale men considered that eight per cent was a fair proposition, if on the amount invested, but not on sales. The dealers pointed out what constituted their overhead expense. Buying for cash they had to make interest on their investment.

A member of the wholesale trade said that selling on time the dealers get more for the goods and thus get interest. The interest on notes, said he, would take care of the penalty to the farmers in time sales. To this the dealers responded that the cost of doing business was increased by the large volume of paper required, as things are. Increased volume, they contended, does not mean increased profit. There was a "unit volume" above which business was only done at added expense.

One dealer quoted C. S. Brantingham, machinery manufacturer, as saying that it cost the producer \$3.00 to sell \$1.00 worth of machinery. If this were so from a manufacturing standpoint, it also cost dealers money to sell machinery. No decision was arrived at on this resolution.

The Question of Contracts

A lengthy talk followed the opening of the consideration of the third resolution, relating to wholesale vs. consignment contracts.

Speaking for the wholesale trade, one gentleman stated that the general decrease of the wholesale contract was due to the difficulty of the companies in getting dealers who could handle business this way. They had to give dealers credit so as to get representation. In cases, 90 per cent of the business was done on consignment, and he considered it best for dealers to work under this type of contract. The manufacturer's credit is better when

extended to more individuals (that is farmers) than would be the case if the dealer got the credit direct.

For the dealers, it was strongly claimed by Mr. Rorison that the wholesale contract was necessary, and that the dealer should have a difference between the two types of contract that would enable him to make money on the wholesale contract. This was only just, he contended. The difference between cash and time price was approximately five per cent, but on time sales there was always a possibility of loss.

A wholesale representative remarked that his company set a consignment price and a wholesale price. In the early days the wholesale price was set first. He admitted that conditions were against the dealer, who feels that he would be as well off under consignment. Another wholesaler claimed that the dealer who can discount his stuff on May 1st can make money. To this a dealer retorted that he might not get the goods, while even if he bought and paid May 1st he got nothing, under present conditions, that a consignment dealer did not get. There was, said this dealer, no real wholesale contract in existence.

Charging Back Notes

The fourth resolution debated, dealing with notes, brought out some interesting passages. A wholesaler claimed that the dealer should be judge of credit risk in carrying on his business, even as the wholesaler had to be in his. Explaining the resolution W. J. Keller, for the dealers, said that the retail trade felt that the wholesalers should not have the whole say as to turning notes back. It might be that a third party would be necessary, but the company should not constitute sole judge. Some dealers had a great deal of trouble in this connection, and it was a sore point with the retail trade.

Wholesalers suggested that not all dealers were careful in extending credit; some are reckless and the company must protect its in-

terests. One representative said that the dealer can send cash and take up the notes in connection with his particular concern. He did not think that one-quarter of one per cent of the total notes sent in were returned.

W. J. Keller—"Why not come to the wholesale contract? Have a special provision for turning in paper. The dealer would feel different. He would discount his own paper, and in event of error the fault is his."

Thirty Days Not Sufficient

A wholesaler voiced the opinion that the dealer could take early orders and have same approved. He thought 30 days quite inadequate from the wholesale standpoint. It would only mean that all notes would be sent back as information would not be available. The result would be disorder; he upheld six months.

One dealer asked why a company cannot accept a note in thirty days when they can accept an order in less time. Another pointed out the position of the dealer who went to his banker for accommodation. "Taking the contract as a guarantee, what would the banker do for him?" "If," said he, "I have \$20,000 worth of paper and I want credit to enter other business, I show the banker the contract and he sees that for six months after settlement I am responsible to the company for that paper."

An active discussion took place on the time limit. The wholesalers, generally, held that six months was necessary; the dealers that even sixty days was ample. The wholesale trade claimed that the dealer was in a good position to know the credit risk he entertained. To secure information took time for the supply source. The dealer, suggested a wholesaler, should protect himself. A man with nothing makes a false statement. If the dealer confirmed his statement and had the farmer sign it, much trouble could be avoided. He believed that the dealers could do much for their association by considering this point. They should also protect themselves by taking good security.

For the dealers, Mr. Rorison suggested that the contract read that notes must be accepted in three months. If he did not receive the note in that time, the dealer would know that it was accepted. Mr. Keller claimed that as contracts were, notes could be turned back in ten years. A man piled up indirect liabilities owing to this. It was a case of credit. If the farmer came to the wholesale house, the credit manager would have to decide at once. If

any collusion existed between dealer and farmer, as suggested, it was a criminal offence, and the wholesaler can have punishment meted out as easily as the dealer. The dealer must decide in a moment or lose the sale. He cannot drive out to the country to form an exact credit opinion on the man who came in to buy goods.

Mr. Polson felt that the wholesalers had a genuine desire, as they stated individually, to do their best for the dealer. It was obviously a matter of mutual interest. Why, then, not embody their sentiments in the contract? Any note that cannot be settled in 60 days, he claimed, should be refused.

In reply, a wholesaler believed that such a step might lead to the company insisting upon a cash payment. This would make it harder for the dealer to do business. To this a dealer retaliated that the present margin was not sufficient to sell the goods, while, in addition, he had to guarantee the note for a given time. Pay the dealer for the risk he takes, said he, or relieve him of the responsibility.

Several wholesalers agreed to four months from date note was sent in; some to three months from date of fall settlement. Dealers contended that no collector can say in October what a farmer's financial position was in March.

Discounting Notes

On the resolution that on a consignment contract the dealer should have the privilege of discounting his notes before October 1st, at 5 per cent below invoice, the wholesale trade were unanimous that this privilege should be extended. They, in fact, welcomed the extension.

Repair Discounts

The resolution regarding discounts on repair parts was analyzed at considerable length by both sides of the trade. The dealers showed how retail associations in the United States were asking similar discounts, and receiving them. They pointed out that repair business, as now existing, constituted an actual loss. Wholesalers gave their methods of handling repairs, and it is evident, from the farmer's standpoint, that he is getting service and material in the repair business at a very reasonable cost indeed, although he evidently does not think so. Dealers said that they were actually losing money in every repair transaction—possibly an hour in finding out what a farmer really needed, as so often the farmer was vague as to the part, which might cost only 30 cents.

A wholesaler stated that one thing the trade could do would be to improve their system of stocking repairs, also their display and arrangement of machines. The main contention of the dealers in this connection was that the companies themselves were to blame. There was a high mortality in the business. Men were getting contracts who were possibly all right as agents, but they were not business men. In their anxiety for representation the companies appointed agents who were not making adequate profit—who did not, in cases, know how to make it. These men might be satisfied with present conditions, but a real business dealer who studied his costs, could never be, as things were. The poor class of dealer led to inferior display and questionable service to the customer.

Talking on this feature of the business, the company representatives said that they could not get the class of men they wanted in many instances. They wanted the best man in every town—each individual house. A dealer replied that the trouble was that men got into the trade too easily. In other lines of business or merchandising, a man starts young and learns the business. In the implement trade, with no business experience, he gets some agency often when he is middle-aged. "Make conditions for the dealer attractive and remunerative," said he, "and there will be little difficulty in getting the right type of dealer."

Prices and Margins

Complaint was made by the dealers on the margins allowed on implements. A wholesale man opened the discussion by stating that the dealer's price is based on competition. The individual company has to consider the prices of its competitors, and also of the direct selling and co-operative organizations. Every company wanted its share. The margin to the dealer had shrunk because the manufacturers were endeavoring to keep the price to the farmer as low as possible so that volume might be maintained.

For the dealers, Mr. Polson then quoted, as an example, the spread in price between six similar harrows sold by different organizations. The prices were quoted f.o.b. Regina. In one case the dealer paid \$36 wholesale for an exactly identical harrow to that sold by a direct selling company to the farmer for \$35.65. He maintained that the direct sellers operated at a profit, and that the price gave the dealer no chance to compete.

The wholesalers replied that their selling expenses were necessarily greater than that of M.O. competition, which had a reflection upon prices.

Mr. Polson then referred to a machine sold in Ontario and in the West. By figures he quoted, it was claimed that goods at the factory in the East are sold cheaper to the Ontario dealer than to the dealer in Saskatchewan. The difference was not in this case absorbed by freight. It was a comparison of straight factory cost.

In reply, wholesalers contended that freight was but one factor in the question of the price. To freight, warehousing, shipping and storage charges must be added. Further, fewer past due notes were the rule in eastern business. The notes were paid when due. The cost of collection in the West was higher than in Ontario, all these factors affecting factory cost.

Mr. Polson replied that the dealer also had a risk of loss in doing business that must be considered. If dealers in the East can sell a machine for almost 15 per cent less than in the West, why should the dealer in the West only get 2 per cent more than the selling price in Ontario? In relation to four binders, he quoted figures showing that the smallest margin of gross profit was 6.23 per cent, and the price of this binder was \$22 higher than the cheapest of the four machines. In this case the dealer has a higher value to sell against competition, with a microscopic margin. In the four binders the margins were:—

10 per cent, 9.2 per cent, 7.6 per cent and 6.23 per cent on note sales. If bought and sold for cash the gross profits varied from \$23 to \$34; on time sales \$19.49 to \$26.80.

A wholesaler admitted the margins were low, but the part the dealer had to play in this connection was setting up and selling. He makes no investment in binders, while the prices set protect the farmer.

This did not alter the fact, said Mr. Polson, that the work cost him 18 per cent of his sales to do. On everything sold the dealer had 18 per cent expenditure. Of every 100 cents he gets, eighteen must go out for overhead. With the binder he had too little to meet the selling cost.

Implements to Soldiers

The dealers claimed that in regard to the sale of implements to returned soldiers at cost they had been treated virtually as vassals. They were not considered. The firms, it is true,

gave up a part of the profit on their product, and the dealer has no net profit on the machine. He gives this out of his own pocket. While he gets a small percentage for turning the implement over it costs him 18 per cent to handle it, as in regular sales. The dealers were never consulted in the matter, and said that they would have handled the machine at absolute cost without a profit, but felt the action of the companies was high-handed in dealers never being asked their opinion regarding giving setting up and expert service on the machines sold.

In this connection the wholesale managers explained that they had nothing to do with the matter. The head offices had been asked by the Government to give this concession, and did so to encourage the returned men. Other vital reasons were advanced for the step, and the wholesalers showed that the price the goods were sold at left them no profit.

At 6 p.m. the meeting adjourned after a most harmonious session. As we have previously stated, in this era of co-operation we believe that these mutual dissections of trade troubles by the dealers and the wholesalers in

Saskatchewan are of the greatest value to both sides of the business. Either factor, getting the viewpoint of the other, can appreciate the troubles inherent to both divisions in the trade. The friendly spirit in which the meetings are carried on is a pleasing feature, and one that is a tribute to the calibre and vision of both wholesalers and dealers in Saskatchewan. The result of such meetings will, without doubt, eventually lead to the eradication of some of the troubles which dealers asseverate are vitally injuring their businesses.

Side Delivery Rakes a Good Line

One thing the implement dealer can teach farmers is to give the air-curing process a try-out. Usually a farmer will adopt this plan permanently after giving it a fair trial. It happens that the gentle zephyrs which sweep over hay meadows are admirably adapted for removing the juices from the hay plants. Unfortunately, when hay is cured in the swath, the air cannot cure it evenly. But when the green plants are placed in windrows with a side delivery rake the air has free access to the plants and

quickly absorbs the moisture from the stalks. Hay cured in this way is good hay. Waste from shattering is largely eliminated because the side delivery rake places the foliage parts of the hay plants inside the windrow, leaving the butts on the outside, where the juice is soon evaporated. Beautiful green, tasty hay results, when this method of curing is followed. Any farmer will find a side delivery rake a valuable asset in his hay field. Give

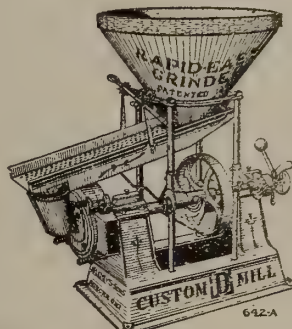
side delivery rakes the attention they deserve, and watch your profits grow.

Yes, the subject of hay rakes is interesting; this subject is replete with interest to the man who loves farm machinery. What would the farmer do without hay rakes? And the modern side delivery rake is but one rake which merits the dealer's attention.

Have your floor attractive.

GRINDERS FOR TRACTOR POWER

"RAPID-EASY" GRINDERS



have set and are constantly maintaining a distinctively high-quality mark.

The Best For Your Trade

STYLE 'D' CUSTOM MILLS

are particularly well adapted for Tractor Power: Four sizes:

9 3/4 in. 10 1/2 in. 11 in. 13 in.

Compared with other Grinders and tested for Operating Efficiency—number of days of active service.

The "RAPID-EASY" is AN EASY WINNER

Write for Illustrated Folder

J. FLEURY'S SONS

AURORA ONT., CANADA

Western Agents: JOHN DEERE PLOW CO., LIMITED

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

Write
for
Bulletin
No. 11

The LAUSON Wins



OFFICIAL REPORT

Pacific Northwest Tractor Demonstration

WALLA WALLA, WASHINGTON

Date 4-24 1919.

Public Demonstration Began 1 PM Finished 4 PM

TRACTOR DATA

Name of Exhibitor John Lauson Mfg. Co.

Make of Tractor Lauson Size 15-25

Fuel Used Kerosene Gauge Test 40

Name of Operator John Monroie

PLOW DATA

Make of Plow Oliners No. Bottoms 3

Size 14" Type Tractor Hang

FIELD DATA

Topography of Field Very hilly

Grade—Up Furrow 20-25-30% Side Grade 30-35-40% Down Furrow 8%

Kind of Soil Volcanic ash Condition: ☐ Dry ☒ Moist ☐ Wet

Depth Plowing 7-5-7-7

Field Observer Kenneth McNeill

MOST REMARKABLE AND SENSATIONAL SHOWING EVER MADE BY A WHEEL TYPE TRACTOR

Carries off First Honors over 30 other Tractors at Walla Walla, Washington, Demonstration, on a 35% Grade and a 43% Side Hill

The performance of the Lauson was probably the most remarkable and sensational demonstration ever made by a wheel type tractor. Other wheel type tractors were forced to drop out on account of the heavy grades and angle of side hill. Of all the wheel type tractors the LAUSON was the only one to negotiate the extreme grades.

OFFICIAL REPORT TELLS THE STORY

The LAUSON pulled three 14-inch bottoms to an average depth of 7 inches without a stop or delay of any kind for repairs or adjustment. It operated throughout the demonstration on kerosene.

AGAIN this proves that the LAUSON has surplus power, greater stamina, more efficiency at the drawbar, better distribution of weight, greater ease of handling.

In short, it proves that the LAUSON is the PATTERN TRACTOR of the industry. More dealers are wanted everywhere—dealers who can demonstrate LAUSON performance to farmers who want LAUSON quality.

BREEN MOTOR COMPANY

Winnipeg, Man., Canada

Distributors for Manitoba and Southern Saskatchewan

SASKATCHEWAN-LAUSON TRACTOR COMPANY

Saskatoon, Sask., Canada .. Distributors for Northern Saskatchewan

McCLENAGHAN & TAYLOR

Lethbridge, Alta., Canada

Distributors for Alberta

THE JOHN LAUSON MANUFACTURING CO. New Holstein, Wis.

Engine and Drawbar Rating of Tractors

Society of Automotive Engineers Proposes Method

The Society of Automotive Engineers, through the Standards Committee, sent the following interesting report to "Canadian Farm Implements," in order that the proposal embodied may be laid before the tractor trade in Canada. This publication is entirely in accord with the adoption of a definite basis of rating for tractors, as outlined in the following communication of the S.A.E., which states:

After giving full consideration to the action taken by the Tractor Division of the National Implement and Vehicle Association requesting the Department of Agriculture of the U. S. Government to test tractors and give them a certified rating; and others interested in this subject, the Tractor Division of the S. A. E. Standards Committee at its conference held at the Sherman House in Chicago on May 9th, decided that in consideration of the law passed by the State of Nebraska and other proposed state laws which are pending, it is desirable, and, in fact, necessary, to take some decisive action

in order to protect the tractor industry and to influence states as far as possible to enact laws which are consistent.

After going over results of the Winnipeg and other tractor contests and demonstrations, it was decided that it would not be practical to consistently rate tractors in accordance with results of field tests on account of the wide variation of conditions under which tractors are tested. Further, after thoroughly considering many proposed plans for rating tractors, it was decided that the method of rating automobiles and trucks which has been accepted by the purchasers, states and cities for issuing licenses and has proved entirely satisfactory to all concerned for many years, would be the most practical, fair and satisfactory method of rating tractor engines.

Furthermore, the proposed method of rating will establish a definite single basis upon which manufacturers can rate the ability of their tractors and enable the farmer to make his selection of a tractor through comparison.

The Formula Suggested

The accepted N. A. C. C. (A. L. A. M.) formula for rating automobile engines is based on approximately 11,733 cu. in. displacement per minute per horsepower, and in consideration of the fact that automobile engines almost invariably use gasoline and the duty is very much lower than tractor engines, it was decided to recommend for adoption the following horsepower formula based on approximately 13,000 cu. in. displacement per minute per horsepower for tractor engines.

.7854 D2 LRN

13,000
Drawbar Rating 50 Per Cent of
Engine Rating

Further, after considering the results of many contests and demonstrations, it was decided that a drawbar rating of 50 per cent of the engine rating would be safe under average conditions under which tractors are operated and is in line with the majority of present tractor ratings. A check of most of the tractors on the market in accordance with their present rating would indicate that this varies from 8,700 cu. in. displacement per minute per horsepower to 16,000 cu. in. per minute per horsepower, and, as it is well known that a well-designed en-

gine operating on kerosene under ordinary conditions cannot be expected to develop more than one horse-power for each 12,000 to 13,000 cu. in. displacement per minute, it was felt that in any event it would be necessary to re-rate tractors whose ratings are now based on less than 13,000 cu. in. displacement per minute to comply with the Nebraska and other state laws, consequently the adoption of this standard rating at this time would not be objectionable, and, no doubt, would ultimately be beneficial to the tractor industry as a whole.

Tractor Concern in New Premises

N. J. Dinnen and Co., Winnipeg, who handle the "Little Giant" tractor in the Canadian West, have moved their premises in Winnipeg from the Canada Building to the Nokomis Building. Their showrooms and service station are located on Harriet Street. N. J. Dinnen, general manager of the company, states that they have found business satisfactory during the spring months, and they anticipate a good year. Wherever used the "Little Giant" tractor is giving every satisfaction, says Mr. Dinnen.

THE TOWNSLEY MANUFACTURING CO. LIMITED

FIRE LOSSES IN SASKATCHEWAN

For the year 1916 totalled \$1,588,191, according to figures issued by the Provincial Fire Commissioner's Department. The greatest number of fires from any one cause was by lightning.

The total fire loss for Canada in 1916 was \$25,400,000.

Proper Lightning Rods properly erected give almost 100% protection. Imagine what the saving to the Dominion would have been in 1916 if all buildings had been rodded!

MR. DEALER

Every farmer in your district owes it to himself to protect his family, home, buildings and live stock. He can do it with Townsley Lightning Rods. See that you get his business instead of the peddlers who go through the country picking off the "cream" with unbranded rods of no recognized standard.

THE TOWNSLEY SYSTEM PROTECTS

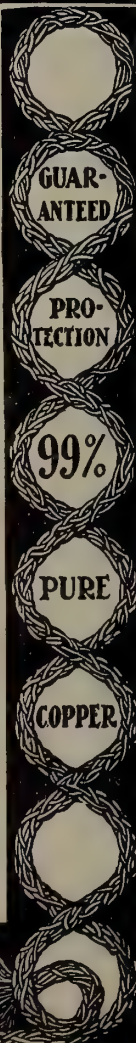
Write for our Dealer proposition

Townsley Manufacturing Co., Limited

BRANDON

MANITOBA

OFFICES & FACTORY
BRANDON - MANITOBA
TOWNSLEY
LIGHTNING SYSTEM
SYSTEM OF VENTILATION



Every Sale Influences Another!

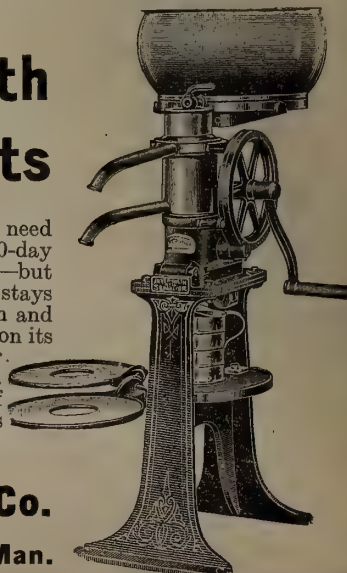
Anker-Holth Cream Separator

With Self-Balancing Bowl

To those who know cream separators, the new progressive features of the Anker-Holth will appeal at once. To those purchasing their first machine—the self-balancing bowl guaranteed for the entire life of machine—interchangeable discs—ease of cleaning—positive elimination of contamination—no oil cups or holes—all the cream without flushing—the only disc machine that takes the cream from the bottom of bowl—these and more are the talking points which allow no come back.

A new Plan with many Good Points

The Anker-Holth is sold for cash only. You need carry but one sample. User is given a 30-day trial and gets his money back if not satisfied—but you make your profit whether the machine stays sold or not. A very liberal discount is given and the machine itself is very easily sold—either on its own merits or in competition with other makes. Write us to-night for full facts. You will see the profitable advantage of handling the Anker-Holth. Hardware dealers will find this a profitable line.



Western Anker-Holth Co.

57a Victoria Street, WINNIPEG, Man.

Butter Prices in Canada

The price of butter is high in Canada because there is a great shortage in the world's supply. Before the war there were some 10 European countries with a total exportable surplus of about 500,000,000 pounds annually. Not one of these countries is exporting any butter at the present time. Some of them are in the market to purchase large quantities. Denmark, for instance, exported 200,000,000 pounds annually in pre-war days. At the present time she is not producing enough butter for her own people. This is due to a decrease in the herds, shortage of feed and to the fact no oleomargarine is now being manufactured in that country.

Russia was the second largest European exporter of butter in 1915, but that source of supply has also disappeared for the present. Sweden and Norway, formerly exporters, are now trying to import butter, in fact, some Canadian butter has recently been sold for shipment to Scandinavia at higher prices than could be obtained in this country. The people of the United Kingdom are still rationed at the rate of one ounce of butter per week, and one can understand that there are many people in the Old Country who would pay any price to secure a larger quantity. While these conditions exist we can scarcely hope to see lower prices in Canada.

Advertising Manager for De Laval Company

J. O. Ball has been appointed advertising manager of the De Laval Separator Co., Poughkeepsie, N. Y. During the past three years Mr. Ball has been holding a similar position with a textile concern in New York, but previously he was associated with such machinery concerns as the Buffalo Stove Company, the Universal Pneumatic Transmission Company, and the Steel Stamping Company.

Empire Man Promoted

H. A. McArthur, formerly general manager of the Empire Cream Separator Co. of Canada, has been appointed assistant general manager of the company in the United States, with headquarters at Bloomfield, N.J.

Mr. McArthur started his connection with the farm implement business in Sussex, N.B., where he was in business with his father, and afterwards travelled

for the Sharples Company. Later he was connected with the Renfrew Machinery Company, Renfrew, Ont. In the year 1912 when the head office of the Empire Cream Separator Company was in Toronto, Mr. McArthur was chosen as manager and in 1914 they moved their headquarters to Montreal where the business is now being conducted. During the past four years or so he has

shown a remarkable increase in business.

His successor as general manager for Canada is W. J. Hemphill, who before he joined the Empire Co. forces, was with the Deering, De Laval and Sharples organizations.

As a racing machine, however, the tractor is hardly to be recommended.

Cheap Lumber for Soldiers

Twelve hundred retail lumber merchants in the three prairie provinces will co-operate with the soldier settlement board by giving soldiers who go on the land wholesale prices for lumber required for permanent improvements, plus the bare cost of unloading, handling and other charges.



WIN with the Winner

THE WINNER is always popular. It doesn't make any difference whether it's an army, a baseball team, a race horse, or a cream separator. Everybody likes a winner.

Dealers like to sell the De Laval because it's a winner. Farmers buy the De Laval and are proud to use it, because they know it is a winner.

The De Laval has won the Grand Prize at every important exposition the world over in the last forty years. Butter produced from De Laval separated cream has been awarded the highest score at every Creamery Buttermakers' Convention for over twenty years.

The superiority of the De Laval is so apparent to impartial judges that whenever it is put in competition with other machines it is bound to win out.

You can win the cream of the cream separator trade in your locality if you

TIE UP TO THE DE LAVAL

Now is the time to see about the De Laval Contract. Perhaps we need an agency in your town. If you think we do send your application to our nearest office.

THE DE LAVAL COMPANY, LIMITED

Largest Manufacturers of Dairy Supplies in Canada

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO'

General Motors of Canada, Ltd.

General Motors of Canada Ltd., is the name of the new mammoth corporation recently organized with an authorized capital of ten million dollars. R. S. McLaughlin, Oshawa, Ont., president of the McLaughlin Motor Car Company, Ltd., the Chevrolet Motor Car Company, Ltd., both of Oshawa, Ontario, and a director, vice-president and a member of the executive com-

mittee of General Motors Corporation, has been elected President of General Motors of Canada, Limited. He will have charge of the Canadian and imperial business of this mammoth \$300,000,000 organization.

Additions to Plants

Extensive additions to the Chevrolet and McLaughlin (Buick and Oakland cars are "McLaughlins" in Canada) plants at Oshawa are under way.

When completed McLaughlin and Chevrolet cars will be Canadian made throughout. A six million dollar plant is being erected on a section of the 38-acre site recently purchased by General Motors of Canada, Limited, at Walkerville, Ontario. When the entire plant is constructed it is the intention of the new Canadian company to build the entire General Motors automotive lines including in addition to the McLaughlins (Buick and Oakland car) and Chevrolets, Cadillacs, Oldsmobiles, Scripps-Booths, G. M. C. Trucks, Samson Tractors, etc., in Canada for the Dominion and Imperial markets.

General Motors Corporation is controlled by the great DuPont interests which some time ago purchased the controlling interest in United Motors Corporation which includes a number of the leading automotive parts and equipment manufacturers in the States. General Motors Corporation's programme is an enormous one calling for extensive factory additions for most of their allied plants and for an office building in Detroit about the size of the C.P.R. building, Toronto.

enthusiasts, spells demoralization to an efficient system of retail distribution.

"Service is the keynote of the retailer's function. Unless he furnishes it, he can scarcely be said to have a legitimate place. By the same token, co-operative distribution does not provide for service. It destroys all resemblance to a free retail market."

New Plant For Oshawa

An agreement was recently made between the Ontario Steel Products Co., Ganonque, Ont., and the town council at Oshawa, Ont., whereby the steel concern will build a factory at Oshawa to manufacture motor car springs and axles. A fixed assessment of \$20,000 for ten years was granted by the municipality, together with several concessions.

The officials of the Ontario Steel Products Company state that they propose to remove from Gananoque, where they had been in the spring and axle business for many years. Some time ago the firm branched out from the carriage to the automobile industry, and after establishing a branch plant at Chatham they felt the necessity for additional expansion, and decided to build another factory.

Sawyer Visited Western Canada

E. B. Sawyer, president and general manager of the Cushman Motor Works, Lincoln, Neb., was a visitor to Winnipeg in the middle of May. Mr. Sawyer states that so far this year the sales of the well known Cushman lightweight engines have eclipsed any former selling season. He anticipates a very good demand right through the season, and says that as the many uses of the Cushman engine for farm work are being more fully realized the result is a steadily increasing business for Cushman dealers.

Selling to Returned Soldiers

In commenting on the sale of farm machinery to returned soldiers, the "Implement and Tractor Journal," of Kansas City, hopes that if such a measure is proposed in the United States a different method will be pursued to that in vogue in Canada. Continuing, our contemporary says:

"The Canadian arrangement calls for the marketing of these tools to the farmer-soldiers in the Prairie Provinces through the 320 elevators owned by the United Grain Growers, Ltd. To the American trade that smacks a little too much of 'co-operative buying' which, though it has an alluring sound to the farmer when interpreted by theoretical

Bissell Four Unit Tractor Discs

The T. E. Bissell Co., Elora, Ont., state that they are finding a very satisfactory demand for their new type special 4-unit double action disc harrows. For tractor use the group consists of a combination of two double action harrows carefully spaced in relation for field work, while maintaining complete flexibility.

This method of hitching enables the group of harrows to turn about in a short space, without danger of interlocking. Similar outfits in the 12-foot and 16-foot widths can also be supplied.

This method of connecting harrows for double action use with tractors was decided on after considerable experiment and actual field use. This combination can be disconnected to furnish two double action harrows in the 6-foot, 7-foot, or 8-foot widths, according to the width of the original 4-unit outfit, so that the maximum use can be obtained from the Bissell 4-unit double action harrow.

The group can also be extended to 32 feet in width, which is a very useful battery of harrows for use with a large tractor.

Nevertheless, the gas engine, stationary and portable, is still doing business at the old stand.

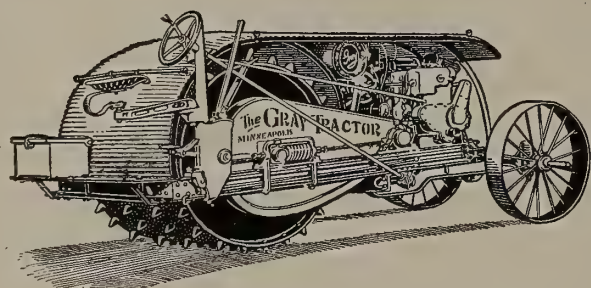
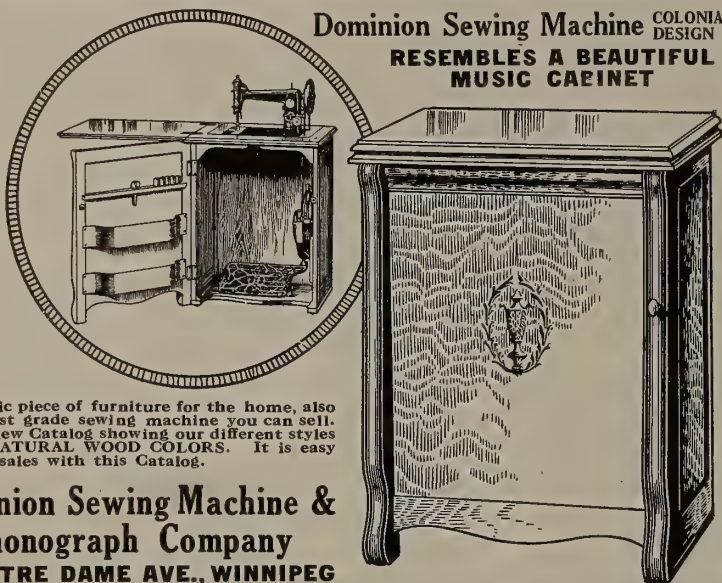
Get the
Exclusive
Agency

Write at
once for
Particu-
lars

An artistic piece of furniture for the home, also the highest grade sewing machine you can sell. Get our new Catalog showing our different styles in the NATURAL WOOD COLORS. It is easy to make sales with this Catalog.

**Dominion Sewing Machine &
Phonograph Company**
300 NOTRE DAME AVE., WINNIPEG

Dominion Sewing Machine COLONIAL DESIGN
**RESEMBLES A BEAUTIFUL
MUSIC CABINET**



The Gray Tractor

HAS distinct selling features that are readily recognized by the farmer. Our completely illustrated book shows in fine detail how simple and strong is the construction, drive and attachment features of the Gray Tractor with the Wide Drive Drum.

This wide drive drum is a big feature of this machine. The drum, with the wheels, have a span of 70 inches. This width distributes the weight so that traction is made easy under all soil conditions.

Pulls four bottoms on any soil; no differential; no

bevel gears; 4 cylinder Waukesha motor; very flexible and of specially strong construction. It must be strong to stand the rigid all-year-round work of the Western Canada farmers.

Write us for full particulars.

GRAY TRACTOR CO. OF CANADA Ltd.

307-309 ELECTRIC RAILWAY CHAMBERS, WINNIPEG, MAN.

Friend Wheatley is RIGHT!

Progressive dealers will be interested in the following letter from a North American dealer: H. D. Wheatley, of the H. D. Wheatley Company, at Dayton, Ohio. It shows in a straightforward, convincing way, why the Sharples contract is so highly valued and so eagerly sought after by live dealers. Read it carefully.

"We read each issue of the Sharples News with both interest and profit. We were especially impressed with the cartoon on the front page of the last issue, showing why some dealers don't sell Sharples Cream Separators. Of all the things you have in your place of business, the cream separator must have a prominent place, kept clean and free of litter to make it appeal to the farmer's wife. Her impression of its merits will be just in proportion to the estimate of the value the dealer puts on it as evidenced by the place given it in his store and the condition of his sample machine.

"With this letter we are sending an inside picture of our dairy supply house, showing the place we have given our sample Sharples Suction-feed machines. We find that Sharples Separators are best sold by offering the wife of your prospective buyer a chair in front of the Suction-feed Separator and then 'get them to see' what a wonderful machine it is as compared to anything else on the earth. At the present time, there is absolutely nothing made that compares with the Sharples Suction-feed Cream Separator.

"To the prospective purchaser of a cream separator, you can say of the Sharples Suction-feed that it is the 'world's wonder in cream separators.' It prevents the waste of cream in the first skimmed milk that comes from the machine and all waste of cream from irregular turning. On present prices of cream and butter, this means a saving of \$5 or \$10 per cow each year over all other makes of cream separators. Then, think of the many improvements over the old Tubular: Still lower supply can, no feed tube, no feed tube rubber, no drip

pan, no nozzle to screw together or screw into bottom of machine and impossible to have a milk slop from choking down. With these new improvements over the old Tubular, we still have the advantage of almost nothing to wash—no discs. Self-oiling, with no bearings down in grit at bottom of gear case. Hanging self-centering bowl, doing away with all too heavy wobbling. No outside gears to catch clothing or children's fingers. And, with all, wonderful durability and easy turning.

"We are just local dairy supply people here at Dayton, but we have sold over 2000 Sharples Separators. Allow us to suggest that the dealer always allow a little for his customer's old cream separator and haul it to the junk pile. This puts the old machine out of existence, prevents some other party using it as a cream separator, makes a place to sell another Suction-feed. We have traded in over fifteen ton of old cream separators on the Suction-feed.

"Give sample machines a prominent place in the store, free of litter and desirable looking. Right now is the time to boost the sale of the Sharples Suction-feed. There is nothing else on the market that customers will care to consider if you 'get them to see' the wonderful advantage of the Sharples Suction-feed Cream Separators. And don't forget to tell your customer that the price on the Sharples is reasonable—only 50 per cent advance over before-war prices, while all other implements have more than doubled in price. We boost the Sharples line because it is worthy of our effort and the consideration of our customers."

There is only a limited territory still open for Sharples representation—and dealers who hesitate are handicapping themselves. However, only progressive, responsible dealers need apply. Write to nearest branch.

THE SHARPLES SEPARATOR CO. TORONTO, ONTARIO
REGINA, SASK.

THE LOUNSBURY CO.
NEWCASTLE - - N.B.

Distributors through all their Branches.
"Over 2,425,000 Sharples Separators in daily use"

J. CLARK & SON,
FREDERICTON - - N.B.

Annual Report of International Harvester Company

The International Harvester Company's earnings for 1918, as shown by its annual report issued early in May, covering the operations of the merged companies, were slightly above the combined earnings of the two companies in 1917. The 1918 profit is \$14,985,000, as against a combined profit of \$12,659,000 last year. This profit represents a return of less than 7 per cent on the net investment in the business or a profit of about 11 per cent before deducting \$10,478,000 charged off for war losses, due to further depreciation of assets in Russia.

A considerable part of the earnings came from the company's steel business, sales of motor trucks and government contracts.

There was little variation from former years in the profits upon the capital employed in making farm implements.

Large Inventories Carried Over

Inventories carried over to 1919, amounting to more than \$113,000,000 were abnormally large, due partly to the attempt to meet the demands of the government's war programme, partly to high cost of raw materials and labor, and, as the report says, partly to "continued dullness of the implement trade due to the belief that prices of materials and labor would soon recede after the cessation of hostilities—a belief not yet realized."

The basic 8-hour day was made effective during the year at all

American plants. There were also two general wage increases, which with those previously made make the present average hourly earnings 100 per cent above those of 1914.

The export trade was fairly satisfactory, considering the scarcity of shipping space and the demoralization in Europe, especially in Russia.

Foreign Factories

The French factory at Croix, near Lille, is being re-equipped, having been stripped of machinery and materials during four years in German hands. The factory at Neuss, Germany, on the west bank of the Rhine, is now under the jurisdiction of the allied army of occupation.

The Russian factory at Lubert-

zy, near Moscow, was still running at last report under the management of the company's Russian representatives, nearly all the American employees having been forced to leave the country by the end of 1918. Most of the Russian branch houses have been closed, but a few are still operating under the management of American employees. The directors specially commend the courage and fidelity of the company's Russian organization in the face of great hardship and peril.

Russia's deepening disorder compelled further revaluation of Harvester's assets there. For that purpose \$10,478,000 was charged off against the year's earnings, making the total depreciation to the end of 1918 \$24,205,000. This leaves a Russian investment in plant properties, equipment and inventories valued at \$4,750,000, and \$90,000,000 of paper rubles in bank credits, worth \$45,000,000 in gold at normal exchange, but now carried on the books at \$16,600,000.

Concerning the "Harvester Industrial Council Plan" of employee representation, adopted in March and now in full operation at nineteen of the twenty plants in the United States and Canada, the report says:

"One or more meetings of the Works Councils have been already held at each of these plants, and some important matters, involving wages, hours of labor and working conditions, have been discussed. The early results indicate intelligent acceptance and fairminded use of the plan by employees as a practical means toward industrial betterment and continued industrial peace."

The company's safety first endeavors have reduced the total of factory accidents to employees from 8,146 in 1911 to 2,728 in 1918.

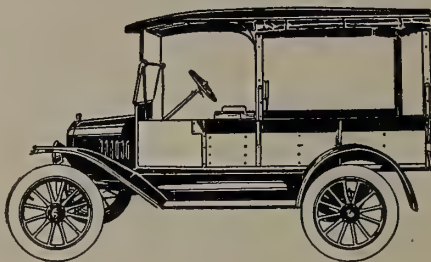
At the end of its third year the employees' savings and profit-sharing plan, adopted in 1915, had 17,692 subscribers for certificates aggregating \$5,226,000. More than 3,000 employees have become stockholders under this plan. Out of the company's 9,400 stockholders 6,000 are employees.

The report notes that more than 5,000 Harvester men entered military service, and that positions are being offered to all of them on their return to civil life; also that the company subscribed for \$7,700,000 of the two Liberty bond issues of 1918 and financed subscriptions by employees totalling \$5,400,000.

Step on the Accelerator of Success

"C. F." Commercial Bodies

Everywhere merchants are adopting motor deliveries. Do you want the "Lions Share" of the Body Business in your territory? We have a Dealer's Proposition, which should interest any live Business Man. Other dealers have made big profits handling the "C. F." Commercial Bodies. They are "Delivering the Goods." Neat, strong and good looking, they are designed to give maximum service.



Carriages

Every Implement Dealer should carry a representative line of reliable Carriages. All the leading Carriages are manufactured and sold under this Corporation's management. Write us for literature and prices and make your selection for stock.

Peerless Trailers

Merchants are cutting down the cost of delivery by using Trailers for the extra loads. Farmers are using Trailers for their produce. Fifty years of skill devoted to building high class carriages has produced the Peerless Trailer.

Heney Harness

Heney Harness is sold from coast to coast. It is very easy to sell, as every farmer and teamster know it well. You can recommend Heney Harness to your most exacting customer. It will give him perfect satisfaction. Look over your stock and fill the gaps with Heney Harness.

Blankets

Now is the time to order your Fall Stock. Have Blankets ready to sell when the cold weather comes. Blankets are usually wanted in a hurry, and if you cannot meet your customer's wants he will go elsewhere. Quotations are now ready. Send us orders for your requirements.

CARRIAGE FACTORIES, LIMITED

Head Office - - - Toronto

Western Office and Showrooms - - - 156 Princess St., Winnipeg

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

Co-operative Competition

Competition is supposed to be the life of trade, but it must be coupled with the right kind of co-operation and efficiency in business. The man-to-man meth-

od of doing business is as old as the ages. It is the most natural way of doing business, and if we will bend our efforts to make this method of distributing efficient in every respect, the writer is sure we will do a great deal toward

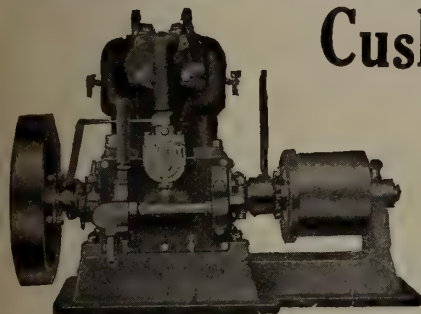
overcoming the difficulties which stand in the way of successful re-tailing to-day.

The most effective way to make sure that your competitor will not sell his goods at a price that is ruinous to his business and

yours, is to co-operate with him to the extent that he will know how much it costs him to do business and how much he gets for his goods to make a living; to say nothing of making a reasonable profit on his investment.

Cushman Goods Give Satisfactory Service

Cushman Light-Weight Engines, 4 to 22 Horse Power

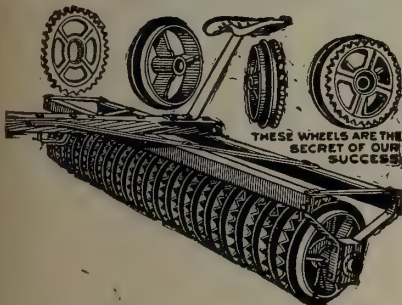


8 H.P. Two-Cylinder Cushman

THE 8 H.P. CUSHMAN WEIGHS ONLY 320 LBS.

This two-cylinder engine is unequalled for heavier work than the 4 H.P. can handle. For heavy grinding, driving small threshers, etc., or for any power from 3 to 9 H.P., it is just what your customers want. Cylinders are the same bore and stroke as the 4 H.P. A splendid engine for all-purpose farm use. Has Throttle Governor, Schebler Carburetor and Friction Clutch Pulley. The 15 H.P. Cushman weighs only 780 lbs., the 20 H.P. only 1,200 lbs. Write for agency offer and literature.

THE WESTERN PULVERIZER PACKER AND MULCHER



Ask for full particulars of our improved 1919 Model

Makes a Perfect Seed Bed in One Operation

Made in sizes as follows:
Plow Packer—2 ft. 6 in. two furrow;
4 ft. three-furrow.
Single Section—4, 6, 8, 10 and 12 ft. sizes.
Three Section—11, 15 and 21 ft. sizes.
Will not clog. Makes a granular mulch that stops evaporation and conserves moisture.

THE LINCOLN 24x46 SEPARATOR

The Perfect Thresher for use with Small Tractor



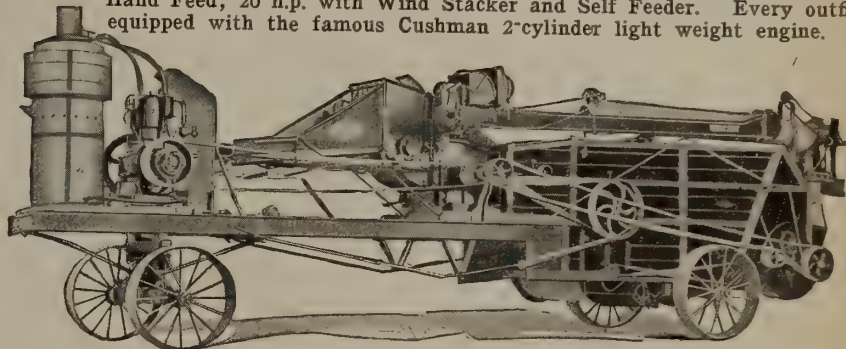
The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market.

The Original and Only Successful Binder Engine
Does All Regular Farm Jobs—You Sell Three Engines in One

Cushman Light-Weight Combination Threshers—The Farmers' Friend

1919 Model—Time-Tried and Tested—In Three Sizes

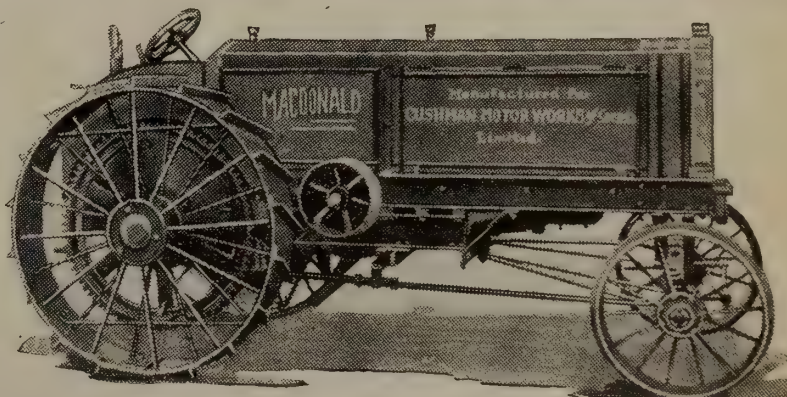
8 h.p. with Straw Carrier and Hand Feed; 15 h.p. with Wind Stackers and Hand Feed; 20 h.p. with Wind Stackers and Self Feeder. Every outfit equipped with the famous Cushman 2-cylinder light weight engine.



Our 1919 outfits carry many distinct improvements. They have proven to be unequalled for threshing flax. Rigid, strongly braced frame; has sliding base for regulating belt tension. And behind all is the famous smooth running Cushman Light Weight Engine. For good work, quality and durability, our outfits are the best you can sell.

Don't wait until the binders are busy. Now is the time to line up your local demand for Cushman Combination Threshers. Secure the agency and let us have your requirements. It pays to handle a proven individual thresher—that's the Cushman!

THE MACDONALD 12-24 H.P. TRACTOR



Handles 3 plows under ordinary conditions and 4 in light soil. Motor 4-cyl., 4-cycle 4 3/4 x 6-inch. 750 to 800 r.p.m. Develops 28 to 30 h.p. at belt; 12 to 15 h.p. at draw bar. Weight 5900 lbs. The best light tractor made in Canada. Ask for full particulars and agency offer. Write to-day.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

THE CUSHMAN AGENCY GIVES YOU PRESTIGE AND PROFITS

We are Exclusive Selling Agents for: Tractors—Light Tractor Plows—Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners—Automobile Accessories, etc.

The Tractor in Hay Harvesting

The adaptation of the tractor to handling haying machinery is an obvious step when one considers the hard work that haying machinery means for horse-flesh in the heat of summer. Possibly in hauling mowers the tractor shows to best advantage, due to the speed with which the work can be done. The hay loader takes most power of any other tractor operation in hay harvesting.

In connection with mowers there is always the factor of side draft, especially with the larger sizes, and this the tractor overcomes, as well as a complete elimination of the effect of vibration which often produces sore necks on the teams. When the tractor mows, the speed is fast

and steady, says an exchange, and the bar is kept flat to the ground, making a nice, smooth job. With the horses, because of uneven pull, the bars are usually tilted in front, with the result that the cut is not smooth.

When pulled by tractors, mowers require approximately 50 per cent more oil than when horse drawn. This is due in large measure, to the continuous operation and greater speed.

Mower Adjustment Required

There are certain adjustments more noticeable and necessary in tractor mowing than with horse mowing. The sickle bar, being pulled through the hay at a higher speed and by more power, means an extra strain on the bar. This causes the outer end of the

bar to pull back, and thus throws the bar and pitman out of alignment. The heavier the hay the more aggravated the trouble. The draft is increased because the bar does not pull through the grass in a line parallel to the direction the drive wheels are running, and increased friction is caused by the sickle, because it and the pitman are at an angle. To overcome this, the outer end of the bar must be set with a lead of about 1 in., so that in mowing the outer end of the bar will deflect back into line.

Another thing, and very important, is the fact that with a tractor attached to the mower it is much easier to cut off shrubs, sticks, heavy weeds, and never notice doing so, whereas, with horses many times, a stop is made. It is therefore very easy

to bend a sickle guard so that the shearing edge is pulled away from the knife. The hay at that point will not be cut, but pulled off. This must be remedied at once, not so much from the poor job of mowing that will be done, but from the fact that an overload is placed on the working parts of the mower.

The two-wheel tractor type, and the smaller tractors adapted to do cultivating, are especially well designed for mowing. These machines pull the mower which forms the rear sustaining member of the outfit. The driver rides on the seat of the mower and controls the tractor from that position.

The Matter of Hitches

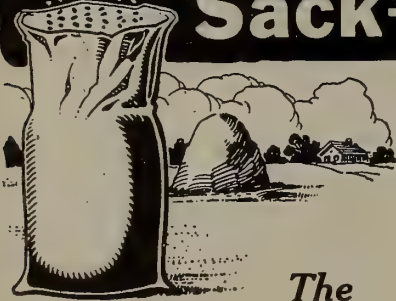
For the use of tractors above the one-plow and cultivator sizes special hitches are used. The usual way of mowing with a tractor other than the methods described, and that of having a specially designed tractor mower, with a 10-ft. cut, is to pull more than one mower. There are instances where as many as four mowers have been pulled at a time by one tractor.

If one mower only is to be pulled by the tractor the hitch can be made very simply. A stub tongue should be used, which can be attached directly to the drawbar of the tractor or to some part of the rear of the frame. Where more than one mower is to be pulled the best plan is to use a special hitch as supplied by many of the leading companies manufacturing mowers.

With these hitches the first mower is connected directly to the tractor drawbar by means of a stub tongue and clevis. It is handled by the tractor operator. The second mower is attached to the first by means of a well-braced bracket clamped to the axle of the first mower, at two points. Extending back from this bracket to a flexible tongue connection is an adjustable tongue, so arranged to accommodate different widths of mower cutter bars. The proper width of cut is maintained by means of a crank and quadrant attached to the stub tongue and steering tongue of the trailing mower.

Tractors are more commonly used with the side delivery rakes. The purpose of this type of rake is to rake the hay into light windrows so that the hay loader will pick it up. No special hitch is required, although some farmers have rigged up off-set hitches whereby the tractor will run on the land that has been raked, and so keep the tractor from running over the hay.

Save Your Threshing Bill! The Grain-Saving Stacker Puts Your Grain In The Sack—Not In The Stack



The

Grain Saving Stacker

has a device in the hopper which returns to the separator the grain that otherwise goes to the straw stack and is lost. You need never again have a green strawstack—sprouting from wasted grain. Booklet fully illustrating and describing the Grain-Saving Stacker will be sent you by any of the manufacturers named below—the makers of North America's standard threshing machines, agricultural tractors and implements.

Write Any of These for
Booklet:

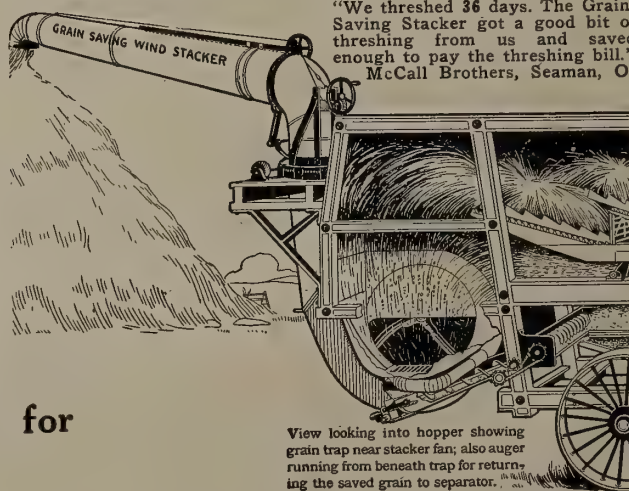
LIST OF MANUFACTURERS

CANADA

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
Ernst Bros. Co., Ltd., Mt. Forest, Ont.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ont.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Co., Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Sussex Mfg. Company, Ltd., Sussex, N.B.
Waterloo Mfg. Company, Ltd., Waterloo, Ont.
R. Watt Machine Works, Ridgeway, Ont.
George White & Sons Co., Ltd., London, Ont.

UNITED STATES

Aultman & Taylor Machinery Co., Mansfield, O.
Avery Company, Peoria, Ill.
A. D. Baker Company, Swanton, O.
Banting Manufacturing Company, Toledo, O.



"We threshed 36 days. The Grain-Saving Stacker got a good bit of threshing from us and saved enough to pay the threshing bill."
McCall Brothers, Seaman, O.

View looking into hopper showing grain trap near stacker fan; also auger running from beneath trap for returning the saved grain to separator.

Batavia Machine Company, Batavia, N.Y.
Buffalo Pitts Company, Buffalo, N.Y.
Cape Mfg. Co., Cape Girardeau, Mo.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Company, St. Johnsville, N.Y.
Ellis-Keystone Agricultural Works, Pottstown, Pa.
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Ill.
A. B. Farquhar Co., York, Pa.
Frick Company, Waynesboro, Pa.
Harrison Machine Works, Belleville, Ill.
Huber Mfg. Company, Marion, O.
Keck Gonnerman Company, Mt. Vernon, Ind.
Minneapolis Threshing Machine Company, Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Mich.
The Russell & Company, Massillon, O.
Russell Wind Stacker Company, Indianapolis, Ind.
Sawyer-Massey Co., Ltd., (U.S. Agency), Moline, Ill.
Swayne, Robinson & Company, Richmond, Ind.
The Westinghouse Co., Schenectady, N.Y.

The Grain-Saving Device Originated with The Indiana Manufacturing Company, Indianapolis, Ind., Who Also Originated the Wind Stacker

Power To Spare For All-Year-Round Farm Work



THE record of this kerosene tractor proves that it possesses astonishing *surplus power* in its motor when pulling three plows through any kind or condition of soil.

And **POWER** — power a-plenty and to spare — is what every farmer demands these days when purchasing a tractor.

Just look at the "selling arguments" you will be armed with — if you represent the **ALLWORK**. It is guaranteed to burn kerosene successfully. It has the largest, most powerful engine of any 3-plow tractor. It will turn shorter than any other four-

wheel tractor — in a 12-foot radius. It handles 3 plows with ease in the toughest going — and just "walks away" with an 8-foot double-disc harrow *weighted down*. It will run a separator, corn sheller, feed grinder and do all kinds of belt work. Read the letter at the left.

*Write for Dealers' Terms.
They will interest you.*

A Giant In Power

"I am enclosing a picture of the 'ALLWORK' Tractor which we purchased last spring. We have plowed, disced, hauled manure, sawed wood, hulled clover, worked on the roads and pulled hedge with this little tractor. It is small in size but A GIANT IN POWER—and has caused our neighbors to take notice of its name—'ALLWORK'."

"Right now it is pulling with ease a No. 6 Clover Huller. Many people did not believe it would pull the clover huller and laughed at us when we said we were going to use the tractor to hull with. The 'ALLWORK' is the most economical tractor to buy."

HOBART DEFFENBAUGH,
Mahomet, Ill.



The **ALLWORK** does all kinds of field work easily. Pulls three plows—discs and harrows.



The surplus power of the **ALLWORK** enables you to use it for all kinds of belt work.

ELECTRIC WHEEL COMPANY

Box 327a

Quincy, Illinois

Allwork

Kerosene Tractor

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Distributors for Alberta

International Purchases Plant of Chattanooga Plow Co.

On June 1st the International Harvester Company purchased the plant of the Chattanooga Plow Company, Tennessee. This deal, together with the recent acquisition of the Parlin & Orendorff factories at Canton, Ill., gives the harvester organization a complete line of plows adapted to the requirements of every locality in North America.

The Chattanooga Plow Co. was

formed in 1879, and was incorporated in 1883. It has been operated by the founders of the business since its inception. The plant at Chattanooga covers a four acre tract, and has specialized in the production of the following types of plows: Steel and chilled plows, disc riding and walking plows, sulky plows, subsoil plows, one-handle plows, road plows, middle-breakers, hillside plows, etc. They also make cane mills, evaporators, kettles, furnaces and hay presses. The In-

ternational Harvester Company will continue to manufacture the line of horse and power cane mills, established by the Chattanooga Company.

The trade of the company has largely been south of the Ohio River and in Missouri, Arkansas, Oklahoma, and parts of Texas, but it is reported that the sales territory will be greatly extended through the selling organization of the Harvester Company.

You also are a competitor.

Manitoba Companies Liable to Cancellation of Letters Patent

According to the Manitoba Joint Stock Companies Act of 1902 and 1913, companies that have made default for a period of three years have become revoked and cancelled. Under Section 130 of the Act, the letters patent of any company may be reinstated and restored to their legal position by filing the required return with the Provincial Secretary and paying all due fees.

Under date of April 30 a lengthy list of such companies was issued in the Manitoba Gazette, which concerns have ninety days to provide for the reinstatement, or they shall be deemed to have definitely surrendered their letters patent. Among these concerns are the following incorporated firms: Accumulator Lighting Co. Ltd., British Canadian Engineering Co., Burrage-Cooper Co. Ltd., Canadian Motor Co., Canadian Bull Tractor Co. Ltd., Cummings Brass, Iron and Wire Co., Doone Tractor Co. Ltd., Doty Engine Works of Winnipeg, Dunmore Tractor and Implement Co., Englehart Flexible Spout Holder Co., Gas Traction Co., Good Roads Machinery Co., Grandview Stooking Machine Co., Great West Implement Co. Ltd., Great West Wire Fence Co., Hammond Stooker Co. Ltd., Lighting Systems Ltd., Melotte Cream Separator Co. Ltd., Northwest Batteries Co. Ltd., Peerless Punctureless Tire Co., Rabbit Auto Sales Ltd., Stewart Loader Co. of America, Watson Weeder and Farm Implement Co.

Wagon Warranty in the United States

The farm wagon department of the U.S. National Implement and Vehicle Association recently adopted a warranty on farm wagons and farm trucks. All one and two-horse wagons are warranted to be well made of good, seasoned materials and of sufficient strength to carry rated capacity. The warranty says: "Should breakage occur within eighteen months after shipment to the dealer purchasing hereunder, and within six months after sale by said dealer to a user, resulting from workmanship or materials clearly defective, the company will furnish said dealer a new part, free of charge, or at its option, pay him the wholesale price charged for such part at the factory, provided that the company shall not be liable hereunder unless the wagon claimed to be defective has been

Massey-Harris

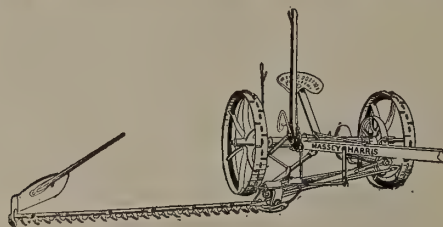
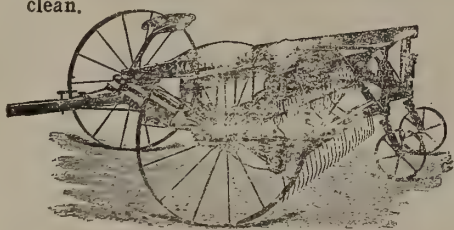


Through Haying Without a Hitch

It is a great satisfaction to know that the goods which you sell, really prove an invaluable aid to your customer, and go through the season's work leaving him satisfied.

This is the experience of those dealers handling the Massey-Harris Line of Implements.

Getting in the hay this year, in its best condition and without danger of having it spoiled by unfavorable weather, will necessitate the use of reliable Haying Tools. Implements that get the hay in quickly and with the minimum of labor, and that line of haying implements is the Massey-Harris,—the kind that go through Haying without a hitch, and leave the field clean.



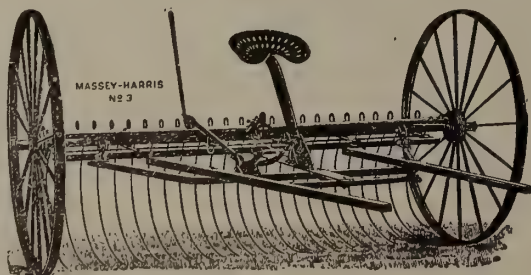
The line being complete, including Mowers, Tedders, Rakes, Side Delivery Rakes, Loaders, and Wagons, assures the farmer of the one quality throughout, and the sale of one machine prepares the way for others.

Our advertising of this line is in all the Farm Journals, and every farmer will think Massey-Harris when he thinks of an implement for haying, so here is your opportunity to make

THE HAYING SEASON YOUR BIG HARVEST

MASSEY-HARRIS CO., LIMITED

Head Offices:
Toronto, Ont.



Agencies
Everywhere

kept, while in the dealer's possession, in a covered, dry, well ventilated place of storage and properly protected in all respects."

This warranty does not cover small breakages which can be repaired at less than cost of a new part, nor does it cover checking of the hubs or splitting or warping of wagon box sides after they are received by the purchaser in good order unless a claim therefore is made within sixty days from date of invoice. Seat springs are not warranted.

Cleveland Tractor Company On a Dividend Basis

At a recent meeting of the board of directors of The Cleveland Tractor Company, of Cleveland, Ohio, it was voted to increase the capitalization \$1,980,000 in order to meet the rapidly growing requirements of the farm, industrial and foreign market for this sturdy little tractor of the tank-type.

Stockholders will be given the first opportunity to subscribe to this new stock, reports the company, and, owing to the fact that a well-known financial house has agreed to underwrite any stock not taken up by stockholders, the success of the issue is an assured fact.

At this meeting a stock dividend of ten per cent was declared and it was also decided to declare an initial quarterly cash dividend of 1½ per cent for the quarter beginning July 1st, 1919, thus placing the Cleveland stock, which is all of the common class, on a 6 per cent dividend basis, the earnings of the company during the present year and the outlook for business fully warranting such action.

Mr. Rollin White, the president of the company, and not only famous as the designer of the Cleveland tractor, but as an automobile and truck designer and engineer, in organizing the Cleveland Tractor Company, pinned his faith to the medium size tractor of the tank or crawler type and manufacturing only one size and one model was enabled to get into production on a scale and at a price which would have been impossible with a diversified product.

Harvesting with the Tractor

In harvesting, there are times when a binder will fail to start due to some obstruction catching between the sickle section and a guard or the needle hitting a heavy weed or other obstruction.

If the binder is being hauled by a tractor with such a condition something is liable to break should the tractor clutch be thrown in quickly.

The operator should always start slowly and watch to make sure that the binder mechanism begins to move. If it does not move at once, stop and systematically search for the trouble. By exercising due care in the adjustment and operation of a binder, harvesting with a tractor will be found to be entirely satisfactory. Tractor power is ideal because

when the outfit is started there are no stops and jerks, and there is very little chance for the bull gear to mire and drag in soft ground.

Barn Equipment in Demand

The Loudon Machinery Co., Guelph, are at present busy on their barn equipment lines and anticipate a good summer and fall trade. They state that the farmer realizes as never before the value of modern barn equipment to take care of his stock while

considerable barn building is evident owing to the prosperity incident to top prices for last year's crop.

Truck Sales Managers to Meet

The U.S. National Association of Motor Truck Sales Managers will meet in Detroit the latter part of July. This was decided on at the quarterly convention of the organization in Philadelphia.

500 BOND LETTERHEADS AND
WHITE WOVE ENVELOPES
ALL PRINTED
FOR \$5.70 PREPAID. ALSO COMPLETE
SERVICE FOR DIRECT MAIL ADVERTISING
Multigraphing, Mailing Lists, Addressing, Etc.
THE CENTRAL WEST, LTD., Watrous, Sask.

PATENT
YOUR INVENTIONS
Send direct to Ottawa for free patentability report and booklet "Patent Protection." Clients' patents advertised in the "Patent Review."
Harold C. Shipman & Co. PATENT ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

LONDON CONCRETE MIXER
No. 6
equipped with "NOVO" DUSTPROOF GASOLINE ENGINE. Capacity 6 cu. ft. per batch or 60 cu. yds. per day. Mixes any kind of concrete or mortar. Especially suitable for any kind of work requiring a portable machine. Saves the price of itself the first 30 days it is in use. Send for catalogue No. 1-B.
London Concrete Machinery Co. Ltd.
Dept. K., London, Ont.
World's Largest Manufacturers of Concrete Machinery



GOOD OILS TO SELL

IMPERIAL Farm Lubricants cover every lubricating requirement in the agricultural field—an enormous retail market that is not only constantly growing greater, but represents Canada's most prosperous producing class. The high quality of Imperial Oils is established with multitudes of users to whom the name "Imperial" is as a guarantee. Our extensive newspaper and farm paper advertising is every day adding to the list. We are educating the farmer on lubrication—telling him what each of his farm machines need in oil—tractors, stationary engines, threshers and automobiles. We are specifying Imperial Oils for each lubricating need. Are you prepared to meet an increasing demand for Imperial Lubricants? When your customers ask for a special Imperial Oil, will you be able to supply them or will you be compelled to apologize? Why not be prepared. Look to your Imperial Farm Lubricant stock to-day, and if it lacks any of the oils here described, why not make it complete. Imperial distribution insures you a ready supply of Imperial Oils at all times. It pays to sell them.

IMPERIAL FARM LUBRICANTS

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY For all gasoline-burning engines—automobiles, tractors and trucks.	IMPERIAL POLARINE A For all motors requiring an unusually heavy oil.	IMPERIAL KEROSENE TRACTOR OIL AND IMPERIAL KEROSENE TRACTOR OIL EXTRA HEAVY For kerosene-burning stationary engines and tractors.	IMPERIAL PRAIRIE HARVESTER OIL A heavy-bodied oil for open bearings of threshers, binders and separators.	IMPERIAL CAPITOL CYLINDER OIL For steam cylinder lubrication—tractors and stationary engines.	IMPERIAL STANDARD GAS ENGINE OIL For stationary and portable engines using either kerosene or gasoline.	IMPERIAL THRESHER HARD OIL For grease cup lubrication of bearings. A clean, solidified oil.
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Imperial Farm Lubricants are for sale in ½, 1, and 4 gallon sealed cans, half-barrels and barrels.

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities

With the Manufacturers

The Illinois Tractor Co., Bloomington, Ill., plans a one-story 40x100 addition to its factory.

A winding up order has been granted in connection with the Hastings Wagon Company, Ltd., of Watford, Ont.

Hawbolt Gas Engines, Limited, capital \$100,000, head office Halifax, plans to manufacture and deal in gas engines.

The Illinois Tractor Company, Bloomington, Ill., has increased its authorized capitalization from \$300,000 to \$1,000,000.

Canada Tool and Engine Company, capital \$200,000, head office Halifax, plans to manufacture and deal in these lines.

Regent Metal Goods, Limited, capital \$75,000, head office Montreal, plans to manufacture and deal in machinery and equipment.

The Townsend Mfg. Co., Janesville, Wis., is installing a large amount of new factory equipment for the purpose of increasing output.

Four Wheel Drive Auto Com-

pany, Limited, capital \$100,000, head office Kitchener, Ont., plans to manufacture autos, tractors, motors and engines.

The Eagle Mfg. Co. is the new style of the Kramer Rotary Harrow Co., of Morton, Ill., the personnel remains the same, the change being one in name only.

Sticney Motors, Ltd., head office, Peterborough, capital \$1,500,000; plans to manufacture and deal in engines, automobiles, trucks, tractors, farm implements and accessories.

The Webster Electric Co., Racine, Wis., will build a two-story plant addition, 40x80 feet, to provide more space for its power plant and some of the manufacturing departments.

Maple Leaf Manufacturing Company, Limited, capital \$500,000, head office Montreal, plans to manufacture and deal in motor trucks, motor boats, tractors and agricultural machinery.

The Monarch Tractor Co., Watertown, Wis., has purchased a plant at Paulsboro, N.J. This will be utilized for the manufac-

ture of tractors in addition to the output of the plants in Watertown and Brantford, Ont.

Canadian Western Steel Corporation, Limited, capital \$2,000,000, head office Calgary, plans to carry on the business of steel makers, sheet metal and rail rollers, wire drawing and iron and brass founders.

Monarch Tractors, Ltd., Brantford, Ont., the Canadian factory of the Monarch Tractor Co., Watertown, Wis., is now in production on Monarch tractors for Canadian territory at a rate of eight to ten machines per day.

Work has begun on a \$150,000 addition to the plant of the White Lily Mfg. Co., Davenport, Ia., manufacturers of washing machines. According to President Sam T. White, the company did a gross business of \$1,000,000 last year.

The United States Tractor and Machinery Company, Menasha, Wis., has been incorporated with a capital of \$250,000 by J. G. Sailer, G. G. Barlow and A. B. Jensen. This company succeeds the U. S. Tractor and Machinery Co., Chicago, Ill.

An indication of the highly specialized methods which are being inaugurated at the factory of the Parrett Tractor Co., at Chicago Heights, Illinois, is found in the appointment of R. L. Frost as production manager. Mr. Frost was formerly connected with the Ford Motor Company.

The B. and W. Mfg. Co. has been organized to build radiators for the automotive industry. It is a corporation organized under the laws of South Dakota, with a capitalization of \$600,000. All of the officers and directors of this organization with but one exception are residents of Mitchell, S. D.

Accompanying the announcement that the Kansas City Hay Press Company is to enter quantity production on the Prairie Dog tractor, it is also stated that the corporate name has been changed to the Kansas City Hay Press and Tractor Co., and the capital stock increased from \$300,000 to \$1,000,000.

Ground has been broken for its new factory building in Cleveland, O., by the Post Tractor Co. The first unit of the plant will consist of an office building, a power house, a machine shop 70x200 feet, a storage building and a paint shop. The company expects to be in its own plant by July 1st.

The Detroit Culto-Tractor Co., a company incorporated at \$1,500,000 for the manufacture of

a farm tractor to sell at \$755, has leased the Indian Village garage, Detroit, Mich., and is converting the place into a manufacturing plant. The company commenced production early in May, and intend to turn out 25 machines daily.

It is reported from Peterborough, Ontario, that the plant of the Renfrew Manufacturing Company, formerly the property of the Canadian Cordage Company, munition manufacturers, has been purchased by a company manufacturing automobile trucks, and that this latter business will very soon commence active operation.

Shinn Lightning Systems in Ontario

Prof. W. Day, manager of the Shinn Manufacturing Co. of Canada, Guelph, Ont., in talking to a representative of this journal, reports a very satisfactory demand for the Shinn lightning protection systems from the farmers throughout the Eastern Canadian provinces. The company are now producing a round cable as well as their original flat pattern as some farmers are strong for the round type.

At Guelph the company will soon move into their new and up-to-date building on Douglas Street, which is now being finished for them. In the increased space they will be able to give still better service to eastern dealers. In Western Canada the Shinn lightning systems are handled by the Cushman Motor Works of Canada, Whyte Avenue, Winnipeg.

Prices in North Dakota

The average retail price of several of the standard lines of implements sold in North Dakota should be of interest to the West Canadian trade. The prices given at retail are approximate based on time sales. Cash sales are about 5 per cent under and the average cash discount is about 5 per cent on the net price. Some of the common lines, at retail, sell as follows:

Gang plow, \$155. Triple engine plow, \$255. 150-tooth boss harrow, \$35. 22-double disc drill, \$235. 5-foot mower, \$85. 8-foot binder, \$255. Manure spreader, \$220. 8-foot disc harrow, \$72. Cream separators, 20 to 30 per cent off list. Cultivator, \$65. Fanning mills, \$45. Smut cleaners, \$40. Tractors about 15 per cent average discount. Wagons carry a profit of about 15 to 20 per cent.

Moody Threshers Do More Work—Better Work— That's Why Our Dealers Make Money

Three Sizes
Superior
Construction
Large Capacity
Perfectly
Balanced

It's worth while to know that the threshers you sell give entire satisfaction. And it's fine business also. A Moody Thresher makes a farmer tell his neighbor about the quick, nice way he threshed out his crop. Satisfied customers are a big asset. There are tractor owners all around you who will want small threshers. Are you prepared to supply the demand? Think! Don't delay, but write us NOW.

Sell a Separator that will Increase Your Prestige—and Your Profits

Moody Threshers have inbuilt strength in every part. Save in capacity equal to the highest priced threshers sold. Every part designed to stand the pull of the tractor, and the wear and tear of heavy threshing. Clean the grain ready for market, and all weed seeds are bagged separately—an exclusive feature. Beater, straw deck, shoe, cylinder, elevator, straw carrier, sacker, every item is high-grade, efficient. Moody Threshers are light running—and sell as easily as they run.

Ask for catalog, prices and agency offer. Don't decide on a thresher until you investigate the Moody. Address nearest branch.

Estimate Your
Wants Now—
Not Later
Moody
Threshers are a
Real Profit-
Building
Opportunity
for the Dealer

Distributors:

New Home Machinery Co. Ltd., Saskatoon
Francoeur Bros., Camrose and Edmonton
Mitchell's Hardware Ltd., Brandon

Twin City 12-20

Announcing the Twin City 12-20 Tractor, new member of an old family—the famous Twin City tractor line.

In the Twin City 12-20, for the first time in tractor history, the powerful 16-valve, 4-cylinder engine is applied to tractor use.

DEALERS: Build up a strong and permanent business—handling a tractor that is built to meet the work—not to meet a price—built by one of the strongest and largest tractor factories in the world. Every feature of the TWIN CITY “12-20” is a tried and proven success. It is a masterpiece of simplicity, giving quick and easy access to all essential parts. In the hands of farmers in various parts of the country, it has proven

itself under the continuous strain of every-day farming conditions. The TWIN CITY “12-20” stands the stress because it delivers 25% more than its rated horse-power. It is a good money-maker for the dealer because it is a money-maker for the farmer. For our dealer plan you are invited to write, or visit our factory or nearest branch.

Minneapolis Steel & Machinery Company of Canada, Limited

Head Office:—923 Logan Ave. W., Winnipeg, Manitoba

Branches:—Regina, Sask.; Calgary, Alta.

Factories:—Minneapolis, U.S.A.

Export Office:—154 Nassau Street, New York City

Manufacturers of the Famous Twin City 16-30, 25-45, 40-65 and 60-90 Tractors

TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

DEALERS: CASH SALES PAY

Sell Your Tractors, Tractor Implements, Trucks, Automobiles and Used Cars for 100% CASH

We are a Canadian Company offering service of interest to and in the interests of Western Canadian Dealers. Our efforts are directed to carrying time sales of the above lines, which you usually sell on time payments. In every sale 100% of the dealer's remaining interest is paid to us at once. You know what cash payments mean to your business.

We Finance the Sale and Purchase on Time Payments of the Above Lines

The minimum down payment per sale is 25 per cent. Maximum accommodation is 12 months. Our service charges, including all interest, a year's insurance against fire, theft and collision, vary from 4.5% to 8.9% of the value of the machine. The Commercial Credit Company of Canada Ltd. is a Canadian Company administered by Canadians in the interests of Canadian dealers, purchasers and manufacturers.

Our Service Helps the Dealer to Do Right, Sell Right and Buy Right

LET US TELL YOU HOW—WRITE

The Commercial Credit Company of Canada, Limited

Head Office: 306 Bank of Hamilton Bldg., Toronto

Manitoba Branch: 901 McArthur Bldg., Winnipeg, Man.

Saskatchewan Branch: 18 Canada Life Bldg., Regina, Sask.

A New Accessory Catalog

The Canadian Fairbanks-Morse Co., Ltd., Montreal, have issued a new catalogue of automotive equipment. This catalogue is said to be the most complete yet issued by the firm, and its make-up is similar to the 1918 edition, but with a large number of additions made. All classes of equipment

are fully illustrated, and descriptive reading matter is given.

A large space is given to illustrating and describing car equipment. In this section, motor and generator, brushes, lighting bulbs, piston rings, fan belts, clutch facings, etc., are dealt with, and definite data are given regarding the sizes required of the above equipment.

Dealers are requested, if not already in receipt of a catalogue, to send forward their name and address to the nearest branch, when a copy will be forwarded.

Case T.M. Company Purchases Plow Plant

A merger of the Grand Detour Plow Company of Dixon, Illinois, in the J. I. Case Threshing Machine Company of Racine, Wisconsin, has been announced by the latter concern, all arrangements having been completed to take effect as of July 1st.

The J. I. Case Threshing Machine Company has handled Grand Detour plows for several years past, and the line has proven so entirely satisfactory that it has seemed the part of wisdom to merge the two concerns. By this transaction the Threshing Machine Company acquires the plant and the entire property and assets of the Plow Company. The Threshing Machine Company will continue the operation of the plant at Dixon; Colonel Brinton, former head of the Plow Company; his son, Major Bradford Brinton, and A. W. Leland will continue with the business at Dixon under the new ownership in practically the same capacities as heretofore.

Merger of Big British Firms

A noted amalgamation in the British machinery trade has been arranged by a combination between the well-known firms of Vickers Limited and Petters Limited, the manufacturers of the Petter patent semi-Diesel oil engine. During the war Vickers acquired the works at Ipswich which had been specially constructed and equipped for the manufacture of heavy oil engines by the consolidated Diesel Co., and which have facilities for the economical manufacture of oil engines of the Petter type. To carry out the proposed plan a subsidiary company has been formed with a capital of \$2,433,300.

If prices continue to rise dealers will have to keep their repairs overnight in safety deposit vaults.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited
Saskatoon WINNIPEG Calgary

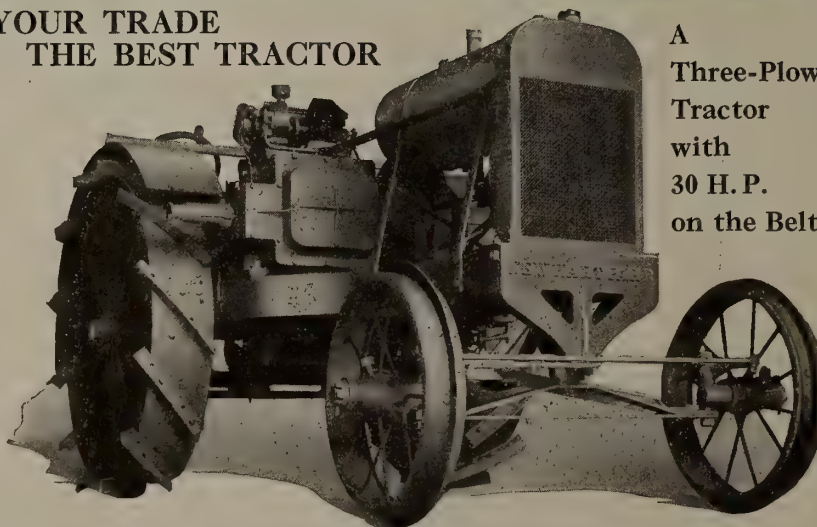
Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dry kerosene shunt.
BEARINGS—SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,150 pounds.

The New HART-PARR

GIVES YOUR TRADE THE BEST TRACTOR

Built by the
Pioneers
in the
Tractor
Industry



A
Three-Plow
Tractor
with
30 H.P.
on the Belt

Built on Experience— Not Experiment

This spring, in a demonstration at Columbus, Ohio, in open competition with 22 other tractors, the New Hart-Parr developed 37½ H.P. on 75 pounds of kerosene per horse-power hour. This was the best record established, and 5 H.P. more than any other 3-plow tractor in the field. Such a test proves beyond dispute the supremacy on kerosene of the New Hart-Parr. It again proves that the New Hart-Parr burns kerosene as successfully as gasoline tractors burn gasoline—proves the ability of the New Hart-Parr to deliver unusual power continuously at minimum fuel cost. The Dry Kerosene Shunt is the reason. This equipment automatically feeds the motor cold kerosene at full load, and preheated fuel at no load—resulting in perfect kerosene combustion. Solid, one-piece cast steel engine bed. Every refinement found in the best and highest priced tractors. Built for long and efficient service—not built to suit a price. Lowest priced for the customer when you consider the value per dollar invested. Investigate now, and if your territory is open write at once.

Distributors for: New Hart-Parr Tractors, P & O Plows and Tillage Implements,
"Superior" Horse and Tractor Grain Drills, Hart-Parr "Money-Maker" Threshers

ASK FOR LITERATURE AND AGENCY OFFER

HART-PARR OF CANADA, LIMITED

Winnipeg Regina Calgary Saskatoon Edmonton

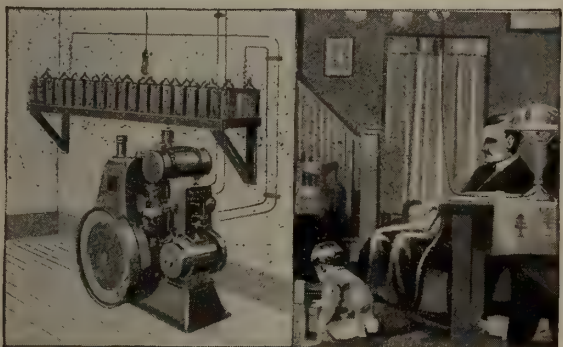
Concrete Evidence by "NEW-WAY" Dealers

What these leading dealers have done with the "New-Way," you can do.

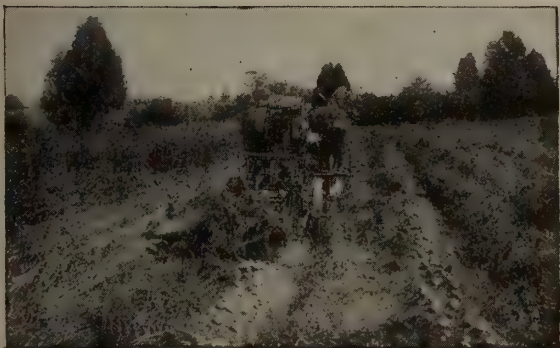
They increased their engine sales heavily—also increased their profits, by selling the "New-Way" Light Weight Engine.



The "New-Way" can be used on over fifty styles of binders and corn pickers.



Hundreds of "New-Way" Engines are being used by the Government on Generating Sets.



The "New-Way" is used on Bateman, Hoover, Aspinwall and other diggers.

What dealers and users testify in reference to the "New-Way's" merits, makes certain that no dealer will make a mistake in arranging with us at once for the agency.

THE "NEW-WAY" MOTOR COMPANY
LANSING, MICHIGAN, U.S.A.

MERRICK, ANDERSON & CO., Distributors .. WINNIPEG, MANITOBA

Furnish your customer with a "New-Way" Light Weight All-Purpose Engine, which he can use on his binder, corn picker, potato digger, electric light plant, wood saw, feed grinder, etc.

The "New-Way" will meet every farmer's requirement outside of a tractor.

FROM NEW ENGLAND

Seymour, Conn.,
Boston, Mass.

Gentlemen:

As I was one of your first large buyers when you commenced manufacturing the "New-Way" Engines, giving you the first order for 100 engines and the next year for 300 engines, also the fact that I have continued to buy the "New-Way" Engines all these years and lately ordered 4 carloads from you, certainly proves to anyone in the engine business what I think of the "New-Way" Engines.

Very truly yours,

S. B. Church.

FROM THE SUNNY SOUTH

Raleigh, N. Car.

Gentlemen:

We are thoroughly satisfied that the "New-Way" Engine is the best on the market and the workmanship is as good as brains and money can build.

This you can see by the fact that we have already sold one carload of "New-Way" Engines since we first took on the line a few months ago and now have just received our second car. Your engine features are all money savers for the owners and we tell the truth when we say that the "New-Way" will pay for itself in a short time.

Very truly yours,

Dillon Supply Company.

FROM THE WEST

Rossville, Ill.

Gentlemen:

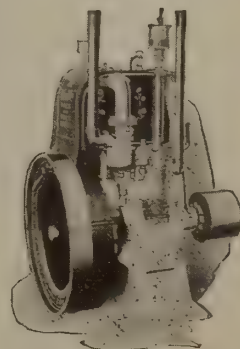
The very fact that we have sold "New-Way" Engines for the past eleven years makes it absolutely essential to carry a large stock of them at all times because of the fact that the engines we have sold, probably three or four hundred, give such good satisfaction that they constantly create new business for us.

We have yet to find a single instance where any of the other engines sold around here have given the satisfaction the "New-Way" has.

Yours respectfully,

E. J. Davis & Co.

THE "NEW-WAY" ENGINE
GOES AND GOES RIGHT



Speeding Up Production and Distribution

Most of our present difficulties are due to the necessary readjustment of our war-time activities into peace-time industries. During the war the government asked people only to buy what they actually needed. Every dollar, every ounce of strength was needed for war purposes.

Now the war has ended, and we find that our stocks of peace-time goods are depleted. There is a lack of almost everything that was not produced in quantity for the war. With the depletion of our supplies there has come since the signing of the armistice nervous relaxation and a feeling of uncertainty and loss of confidence throughout the country.

Labor and capital are muddled, Industry is marking time. The manufacturer has not been purchasing his raw materials except as he needs them from day to day. The merchant is operating with a skeleton stock upon his shelves. The public is refraining from purchasing except for its immediate necessities. Everyone is waiting for everyone else.

How can business be energized? How can confidence be restored throughout the Dominion? How can labor be induced to get back its desire to produce and capital to speed up the remobilization of peace-time activities?

The following stimulants seem necessary:—That all progressive merchants and manufacturers—all who have goods to sell—advertise now and take advantage of the great market that exists.

Further, the public should be told that now is the time to buy—that they, the people, in normal peace times are the controllers of all production and all distribution.

If the consumer buys the merchant sells and in turn is forced to buy. The manufacturer and the producer of raw materials are forced to buy and sell. Labor is put to work. The brakes put upon industry are thus removed. The machinery of production and distribution is set in motion.

To create the desired stimulus the public is being urged to buy, to buy wisely, but to buy now—to-day—what it wants.

Now is the time when a few additional purchases added to the daily necessity purchases will increase the grand total of sales to such a magnitude that the merchant will be obliged to replenish his stock on a large scale. The wholesaler, the manufacturer, and the producer of raw materials will

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JUNE, 1919

be obliged to increase their production. A demand will be created for all the goods which the workingman produces. There will be a job for each jobless man. General confidence will be restored. Business will be booming. Reconstruction and remobilization of our war activities into peace industries will go on quietly, energetically, healthily, unconsciously.

Success in Tractor Selling

A dealer in the north-western states who has made a success of his tractor business, is of the opinion that many tractor dealers make too many promises of free service, and are unable to make money if they fulfill all their promises. This tends to antagonize the customer. In explaining his method of giving service, this dealer said:

"We promise to spend a day or so with the new owner and teach him how to run his machine. If he receives any service after this time outside of the semi-annual visit from the factory service man, he is given to understand that he must pay for it. In this way we prevent many calls several miles into the country from owners to have their spark plug cleaned or other foolish things. On the other hand, we waive any charges on service due to a defect in the material in the tractor even though

we had told the owner that we would charge for all service.

"We carry a full line of tractor plows and tractor harrows and have built up quite a business in this line. When the owner is in doubt about the proper size of equipment to buy, we always advise him what we honestly believe would be best suited to his needs. We think that it is an unwise and ultimately unsatisfactory policy to sell a tractor and equipment suited to a farm of 3000 acres to a man with an 80-acre farm, even though we should make a bigger immediate profit on the deal. The satisfied customers of to-day result in the big business of to-morrow.

"Many salesmen waste a lot of valuable time upon lukewarm prospects or those whose financial condition is such that they are unable to buy even if they desired to. I advise my salesmen to confine their efforts as much as possible to live prospects and not to waste time with the man who hasn't the means with which to buy, and in the second place hasn't the business acumen to go to a bank and borrow the money that will buy a tractor which will mean a greater efficiency on his farm.

"My advice to tractor dealers is to condense service into education and to give the owner plenty of instructions at the start. Motor knowledge is very essential.

The Dealer's Assistants

An implement dealer who finds it necessary to employ assistants to help him handle the selling end of his business is justified in obligating them to obtain as quickly as possible all of the knowledge they require to fit them for their work. We are not sure, but it is more important for the clerks than it is for the owner of the business to be able to discuss intelligently all questions likely to arise and to offer suggestions of a practical character. For many people who will yield to the selling efforts of the proprietor merely because he is the proprietor, without regard to whether he has a complete knowledge of the machines and their uses, will be repulsed by the clerk whose knowledge is limited to the names of the machines and the prices and terms. And the proprietor cannot serve every customer. We all know from experience how unsatisfactory it is to deal with an inefficient clerk in any line of business.

The assistant who becomes a real implement salesman through study of manufacturers' catalogs, the articles appearing in the trade papers, reports and bulletins issued by experiment stations and agricultural colleges, and other literature available to him is building for the future. The more he increases his store of useful knowledge, the sooner he will be able to engage in business for himself.

Hold a Demonstration Day

Based on the experience of a large number of successful implement dealers, the holding of demonstration days is a success. Such a day should be exactly what the name implies. The aim should be to demonstrate, not to sell. Show the farmers by actual demonstration what a labor saving machine will accomplish, and the sales will naturally follow. As soon as the farmers understand that they are not to be pestered by salesmen they will come in goodly numbers and with open minds.

Motion always attracts. A 1 or 2 h.p. engine driving a churn or washing machine will attract a large number of interested spectators. Put a cream separator on the sidewalk in front of your store on a busy Saturday. Belt it to a 1 h.p. gasoline engine and separate bluing water. See how quickly you will catch a big crowd of men and women. It is as simple a demonstration as breathing, but it will produce sales. Anything that moves at-

tracts attention. Anything that actually demonstrates a labor-saving device will attract attention that later can be resolved into sales.

Demonstrations need not be elaborate. Indeed, it is better to confine the demonstration to one or two machines rather than scatter the fire and confuse the spectators. Concentrate the interest and hold a different demonstration every month or two. Have it thoroughly understood that an expert will be in attendance to answer questions and instruct, but that no particular effort will be made to sell. Simply a demonstration. This very attitude disarms suspicion and brings the crowd with an open mind. Fear not that any sales will get away. If a man is actually a prospect, he can't help but betray the fact in some way, and you can jot down his name for a call in the near future. With what he learned at the demonstration he will be an easy sale.

Demonstrate seasonable goods. Cream separators can be demonstrated almost any time. In the fall hold a fanning mill and feed grinder demonstration. After harvest haul a load of manure and spread it on stubble. It will dirty your spreader, but it will show what it will do, and you may never take the machine back to town. A well handled demonstration is one of the best and most profitable methods of local advertising.

The Vehicle and Good Roads

The buggy is not a back number; neither is the horse-drawn vehicle in any other form. It will be used as long as there are horses, which promises to be a considerable period. And, no matter how the popularity of the automobile may increase, there will always be business for the live vehicle man, and most certainly for the implement dealer. The prosperity of the farmer is, and always will be, the prosperity of the vehicle trade, because their interests are identical; which is the best reason in the world why so vital a matter as highway improvement should not be opposed, but vigorously and ardently boosted, by the vehicle man.

Increase in Tractor Imports

Government figures show very vividly the great increase in demand for medium powered tractors. Records of the importation of tractors with a factory value of \$1,400 and under during the month of February show that

1,480 tractors were imported from the United States, with a value of \$1,584,596. In February, 1918, only 154 tractors in this class were imported, with a value of \$136,787. The increase is an excellent reason why the live dealer should hitch his business to the tractor.

Power From Potatoes

Most of the six billion bushels of potatoes produced in the world are grown in Europe and North America, representing an average value of over four billion dollars per annum. There is, strangely enough, a very apparent industrial future for the potato in supplying motive power for increasing the use of engines and reducing the amount of food consumed by draft animals in the temperate zone.

Authorities on the internal combustion engine—stationary, automobile and tractor have in many cases reached the conclusion that alcohol will prove not only a substitute for gasoline, but will, in fact, give superior service to gasoline as a power fuel when utilized in a properly constructed and designed alcohol engine. To use alcohol in an engine considerable structural modifications are necessary, but experiments prove that the engine will cost no more than present designs. Should the rapidly growing demand for petroleum and its varied products require the world to turn to some other fuel for the internal combustion engine, it is at least comforting to know that we may produce alcohol from potatoes at the rate of from 200 to 400 gallons per acre, since the experts state that a bushel of potatoes will produce a gallon of alcohol and it is well known that potatoes can be grown at the rate of 200 to 400 bushels per acre.

Should this industrial production of fuel alcohol from potatoes take place we should see a great increase in potato acreage, and

from the dealers' viewpoint, an enormously increased demand for potato planting and harvesting machinery. For once the farmer will grow his own engine fuel—although it may cost him something by the time the alcoholized potato comes back to the farm ready for the fuel tank of his tractor.

Tractor Business This Year

There seems no reason to doubt that the sales of tractors in 1919 will greatly exceed those in 1918. The farmers of the Dominion, especially in those sections where conditions are most favorable to the use of the tractor, are more prosperous than they have been for years. Also in view of the high price paid for wheat with its supporting influence on the prices of other staple crops, they can well afford to purchase modern machines for use in their farming operations.

It would seem safe to predict that one effect of the sale and use of tractors during 1919 will be to demonstrate to the farmer the advisability of depending upon the product of concerns which have had long experience in the manufacture of farm machines. Where a dealer is handling the product of such old established concerns and is prepared to give reasonable service to purchasers of his line, the 1919 season should lay the foundation for a much greater future trade. The fact that the dealer is handling a proved machine will insure satisfaction to his customers and their experience will undoubtedly have a strong and favorable influence upon other farmers in the neighborhood. Farmers are naturally watching very closely the results being obtained from different makes of machines in their community in order to be able to select a machine for their own use upon which they can rely.

Personal

J. G. Vankee has closed his harness business at Asquith.

The Retlaw Motor Co. is a new firm in the village of Retlaw.

J. H. Hanson has commenced a harness business at McCreary.

C. W. Hanson is owner of a new tractor business at Barons.

B. Youngquist, a dealer at Wadema, has sold to M. Walkof.

Jos. Bergey has discontinued his implement stand at Guernsey.

K. A. Osiviny has discontinued his implement warehouse at Lemberg.

Henderson & Atkinson have commenced operations at Deloraine.

T. Smith, an implement dealer at Sinclair, has sold out to John Milton.

E. G. Hicks is the proprietor of a new automobile business at Ninga.

R. C. Steward has commenced a garage and auto business at Brooks.

N. O. Brown has commenced an automobile business at Grand Prairie.

E. J. R. Arpin is the latest addition to the implement fraternity at Lorette.

Ward & Riley are now agents for the Massey-Harris Company at Ashcroft, B.C.

A. J. Wilcox, an automobile dealer at Redvers, has closed his business at that town.

Wolf & Ranckman, dealers at Viscount, have discontinued their business in that town.

Duchsher & Bisset is the name of a firm who have opened an automobile business at Stettler.

We regret to note the death of John Litzenburger, an old time implement dealer at Neudorf.

Russell & Baird, auto dealers at Lockwood, have sold out to the Lockwood Garage Company.

The Standard Motor Car Company, dealers in auto accessories, have opened premises in Winnipeg.

W. F. McCreary, an automobile dealer at Broderick, has sold out at that western point to P. Nuhus.

W. H. Darling, implement dealer at Treherne, has sold his interests in that town to R. D. Booth.

W. A. Brady & F. H. Brady, Reston, have formed a partnership as implement and lumber dealers.

Gamble & Caskey, implement and lumber dealers at Rokeby, have dissolved partnership. E.

Strike Delayed Publication

We regret the delay in our issue of June 5th reaching our Subscribers and Advertisers. The general strike of 35,000 workers, which commenced in Winnipeg on May 15th, directly affected several branches in the publishing business.

Engraving, electrotyping and press-work—three important departments—were without men. Mail delivery of copy was delayed; engravings and advertising matter were held up by postal conditions. The subsequent delay in mailing this issue was therefore, a matter over which we had no control.

We will appreciate our Advertisers forwarding their copy for our July, Special Fair Issue, at the earliest possible moment, and thank them in anticipation.

Canadian Farm Implements

Gamble will continue the business.

Mills & Ducklow have sold out their automobile business at Verwood to the Verwood Garage Company.

A. Clemens, farm machinery dealer at Stoughton, has sold his interests at that point to a dealer named Joseph Wilkinson.

The A. Stanley Jones Co. has moved to Saskatoon from Prince Albert, where they had been in business for some years.

G. D. Williams has been appointed credit manager of the Dunlop Tire & Rubber Goods Company, Ltd., of Calgary.

W. Bell, special plow salesman for the International Harvester Company, has moved his headquarters from Swift Current to Regina.

E. F. Haldorson, an implement and automobile dealer at Kandahar, has sold out to two implement men named Johnson and Samson.

Berscht & Van Horn have commenced an automobile business at Didsbury. Parkinson & Algar are also new auto dealers in the same town.

Kennedy & Berry is the title of a firm who recently commenced business at Elm Creek, where they will handle implements and automobiles.

J. E. Morgan, an implement dealer at Colonsay, has taken a partner into the business, which now operates under the title of Morgan & Baird.

A. W. Bennett has opened an automobile business at Moosomin, and in the same center Roberts & Mackay have commenced a garage.

The Creelman Motor & Tractor Company is a new concern recently incorporated in Creelman, where they will handle cars, trucks and tractors.

The Oak Tire & Rubber Company, tire manufacturers, have opened a branch in Winnipeg. Their product is well and favorably known in the East.

P. H. Tate, a harness dealer at Lockwood, died recently. He was well known in his town and territory. Sam Thompson is now carrying on the business.

The Bert Conway Estate, Regina, report a good demand this spring for the lines they handle and look for a busy fall trade in wagons and harness lines.

The Canadian General Electric Co., Toronto, report a very good demand for Atwater-Kent ignition systems and tractor spark plugs from the eastern territory.

M. Lockwood, the implement

dealer at Coaldale, reports a busy spring trade, and has already sold more binders than his entire demand for this line last year.

Major Thorn, of the Metallic Roofing Co., Toronto, reports a good demand for their garages and tank lines with especially good prospects for fall trade.

N. Gotshall, manager of Grace Motors, Toronto, reports a good season for their organization in the sale of their truck lines and Lay-Porta power attachments.

G. L. Avery, secretary of the Avery Company, Peoria, Ill., paid a visit to Winnipeg during May, where he spent a few days with the Canadian Avery organization.

Linden & Hargen have discontinued business in their warehouse at Govan. In the same town H. S. Neely has sold out his implement business to G. Purdy.

E. Michener, Red Deer, is building a garage and implement warehouse, at a cost of about \$10,000, and announces that he will carry a full line of power farming machinery.

The Jones Tractor & Implement Company, Regina, have moved their offices and showrooms from Halifax Street to Broad Street, where they have a nice central location.

The Canadian National Carbon Company, Toronto, have had a good season selling their line of battery farm torches and lanterns, with an especially good demand from the Eastern provinces.

C. Brownley, who has been manager for the past six years of the Great West Saddlery Co.'s Calgary branch, has resigned to become manager of the Calgary branch of the Delco Light Co.

The Altona Machinery Co., Altona, dealers in hardware and farm implements, have discontinued business in that town. J. J. Priesz has commenced an implement business in this center.

A. Dudley Sampson (for six years service manager for McLaughlin Carriage Company, Saskatoon), has opened a garage and service station of his own at 207 Wall Street in that city.

S. G. Cottle has opened a new implement business at Portreeve, where he anticipates a good trade. In the same town, W. C. Ross, implement dealer, has sold out and has moved to Gull Lake.

George N. Peek, vice-president of Deere & Co., has resigned as chairman of the industrial board, which was recently created by the U.S. secretary of commerce to act as a price-stabilizing commission.

A change has taken place in the business of Davis & Knapp,

implement dealers in Asquith. Mr. Knapp has left the firm, a new partner taking his interest. The name of the concern now is Davis & Forsyth.

At Earl Grey, John Cleverly, a hardware and implement dealer, has sold out. In the same town Gross & Rothlander, implement dealers, have dissolved partnership. P. H. Gross will carry on the business in future.

William Schafer, who carried on a farm machinery business at Earl Grey, has sold out to the Earl Grey Motor & Machinery Co., which concern has also purchased the local implement business of James Hood.

L. M. Cochrane, who has been associated with the Northern Electric Company in Calgary and Edmonton, for the past eight years, has resigned his position of manager of sales and will enter business for himself in Winnipeg.

The Dayton Airless Tire Co., 346 Yonge Street, Toronto, have opened a branch in Winnipeg at 298 Main Street. W. Edwards will manage the Western Canadian business of the company, who handle a special solid automobile tire.

Frank Silloway was elected vice-president of Deere & Co. at the recent meeting of the board of directors. L. R. Clausen, acting vice-president and production manager, and Charles Deere Wiman, were elected members of the board of directors.

R. T. West has been appointed sales manager of the Hession Tiller and Tractor Corp., Buffalo, N.Y. He has been identified with the implement and tractor industry for many years. He formerly was with the Advance-Rumely and Parrett tractor companies.

Ben Wilson, for the last three years advertising manager of the "Kokomo Daily Tribune," is now associated with the Harry M. Lynch advertising agency, Kokomo, Ind., which concern handles the advertising of the Kokomo Electric Co. and Bryne, Kingston & Co.

C. W. Northcott, manager at Regina for the Gould, Shapley & Muir Co., states that the firm have found business very satisfactory during the first half of the year. They look forward to a very good windmill demand this summer, and also have done a nice tractor business.

Western Tractors Ltd., Regina, have moved their offices in that city from the McCallum Hill Building to their new premises on the corner of 8th Street and Halifax. They report a good demand for the "Plowman" tract-

ors which they handle in Saskatchewan territory.

E. Elwood, manager of the New Home Machinery Co., Saskatoon, was a recent business visitor to Winnipeg. Mr. Elwood reports business fair and anticipates a heavy demand for the line of light tractor separators that the company are offering the West Canadian trade this season.

H. F. Anderson, manager of the Tudhope - Anderson Company, Winnipeg, will return from England early in July. Mr. Anderson has been in France and England since early in the year on a trade commission, which investigated the export demand for Canadian farm machinery and equipment.

A. L. Upton, sales manager for the International Harvester Co. of Canada, accompanied by Ed. Bolte, manager of plow sales for the same organization, recently visited the Winnipeg branch of the International Harvester Co. They proceeded West, spending some time at the leading branch houses of their company.

A. H. Laidman, of Carriage Factories Ltd., Toronto, reports a very satisfactory demand for their vehicle and harness lines in the past few months. The company handle the product of the Canadian Briscoe Motor Co., and have found the demand from the Eastern provinces away beyond their expectations.

F. H. Hunt, publicity manager for the Massey-Harris Company, Toronto, states that the company have been busy on production to meet the export demand for their lines. They now have a large stock on hand that will fully meet the foreign orders, and also the domestic requirements of their many dealers in Canadian territory.

Push Fanning Mill Trade

For a machine of its importance and its capabilities for saving, the fanning mill has been sadly neglected by a great many implement dealers. If there are good reasons why dealers throughout the Canadian West should not push the sale of fanning mills, the lack of economy in the use of these mills is not one of them. Thousands of farmers who have never owned fanning mills could use them to good advantage both in cleaning seed grain and cleaning grain that is to be marketed. Yet they continue paying high prices for cleaned seed, or sowing that mixed with foreign seeds of various kinds, and they stand large dockage charges on the crops grown from this poor seed.

John Deere Implements Make Profitable Summer Months For You

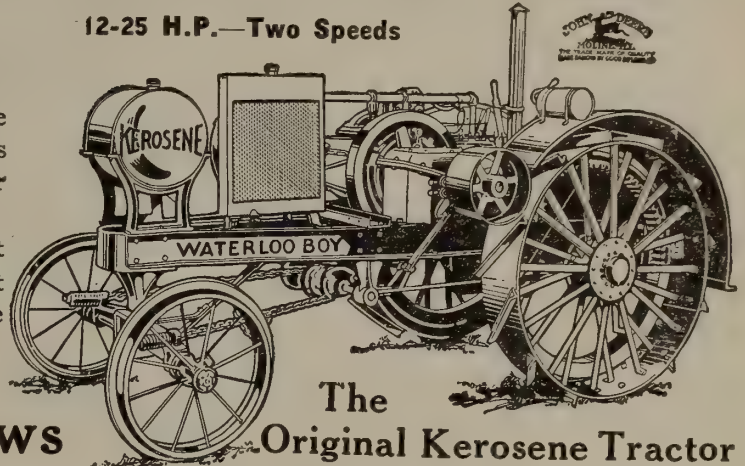
Crops are coming along strong in nearly every district. Farmers feel that they can afford to purchase new tools or replace worn-out implements. Cash in on this feeling. Keep the John Deere organization and service and guarantee and your own part in it before your territory all the time. Make it impossible for a farmer to think of purchasing a farm necessity without thinking of the John Deere Standard of Quality.

Waterloo Boy Tractor

Its powerful 2-cylinder motor has big bore and long stroke. Ample reserve power for emergencies. Patented inbuilt manifold converts every drop of kerosene into power without carbonizing cylinders or fouling spark plugs.

All parts easy to get at for adjustment and repair. Force and sight feed oiling. Hyatt bearings at all important points. Everything about the Waterloo Boy has been constructed to make it the one dependable farm power for general work. Get the folders.

12-25 H.P.—Two Speeds

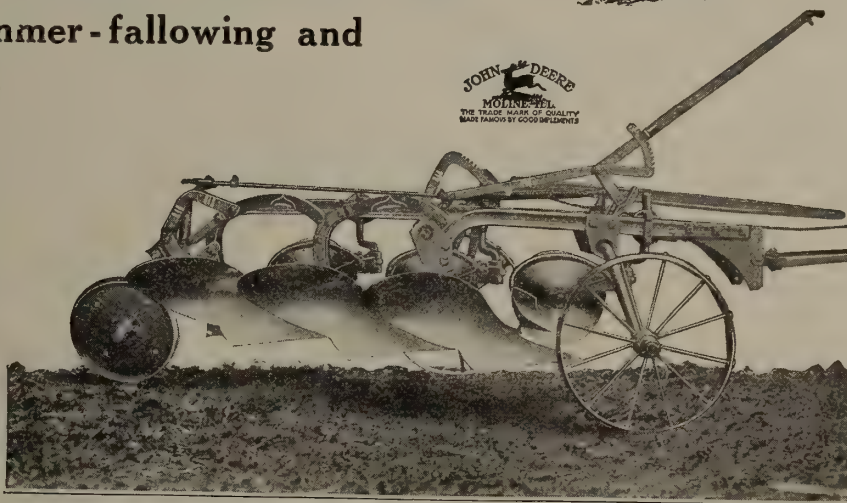


The Original Kerosene Tractor

John Deere Light Tractor Plows

Now selling for summer-fallowing and other early plowing.

Two, three and four bottoms in both 12 and 14-inch sizes give utmost range for light tractor work.



Light Draft.

Extra heavy beams of high carbon steel, guaranteed not to break or bend.

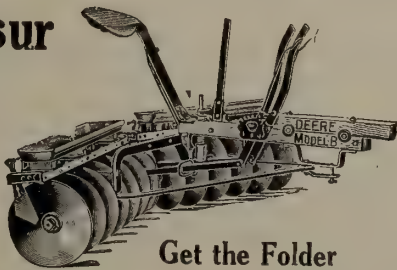
High Clearance.

John Deere Quick Detachable Shares.

Get the John Deere Folder.

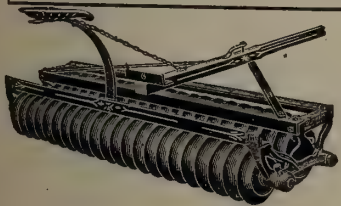
Deere & Mansur Double Action Disc Harrows

Model "B"—The Most Flexible Harrow Built



Get the Folder

A third lever enables the driver to give light or heavy pressure at inner ends of gang so as to make a perfect job over dead furrows, ridges, etc. Gangs work independently. Pivoted tongue truck cuts down strain on horses' necks and on harrows. Long life assured by construction of steel frame and all steel gangs. Six to ten foot sizes, 16 inch discs. Inexpensive but durable hard maple bearings. Hard oil cups. Independent scrapers.



Genuine Dunham Culti-Packer with Roller Bearings

Dry weather set-backs are greatly lessened by the use of a Culti-Packer. Increased yields are assured. Labor in preparing seed beds is reduced. This tool is easy on the horses — there is nothing to wear out about it—and live dealers can see a prospective purchaser in every farmer in his district. Sizes, 8 ft., 10 ft. and 14 ft. Get folder.

Start in now to drum up EXTRA summer business—there's more business FOR you than that which comes TO you. It pays to hustle. We want to give you every assistance possible. Get folders on any John Deere lines, and ask for any other information you may need.

JOHN DEERE PLOW CO., LIMITED

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Lethbridge

Avery Toy Tractor

The accompanying illustration shows the new toy Avery tractor which is being distributed by the Avery Company, Peoria, Illinois.

This tractor is painted in shiny black and red enamel with gold striping. It has round rolling wheels and looks just like the big Averys.

It makes a dandy souvenir for the children, as well as a good desk ornament for the grown-ups.

Anyone wanting one of these miniature Avery tractors can secure same by sending twenty-five cents to the Avery Company, Peoria, Illinois.

A Tractor Contest in England

It is the opinion of agricultural experts in England that a tractor demonstration should be on a competitive basis and not purely an exhibition. In that country the Royal Agricultural Society have approved the rules and classes set for a tractor contest to be held in the fall of 1920. In this contest there will be both steam and internal combustion tractors, and also plowing sets for operating plows by cables, which are rolled in on drums by the two tractors which stand at opposite sides of the field.

The types of entries and prizes to be awarded are given herewith. It may be mentioned that the value of a pound is \$4.85; while an English ton is 2,240 pounds avoirdupois. The classes for the contest are:

Class 1—First prize, gold medal



The Toy Avery Tractor—Showing Actual Size.

and £20; second prize, bronze medal and £10. Internal combustion direct traction engine not exceeding 30 h.p., suitable for plowing 2 or 3 furrows 10 in. wide by 6 in. deep.

Class 2—First prize, gold medal and £20; second prize, bronze medal and £10. Internal combustion direct traction engine over 30 h.p., suitable for plow-

ing 4 furrows 10 in. wide by 8 in. deep.

Class 3—First prize, gold medal and £20; second prize, bronze medal and £10. Direct traction steam engine plant, suitable for plowing 4 furrows 10 in. wide by 8 in. deep. Engines not to exceed

6 tons in weight.

Class 4—First prize, gold medal and £20; second prize, bronze medal and £10. Internal combustion double engine set, with wire rope haulage, for plowing 3 or 4 furrows 10 in. wide by 8 in. deep. Engines not to exceed 6 tons in weight, and to comply with the requirements of the light road locomotive acts.

Class 5—First prize, gold medal and £20; second prize, bronze medal and £10. Double steam engine set, with wire rope haulage, for plowing 3 or 4 furrows 10 in. wide by 8 in. deep. The engines not to exceed 6 tons in weight, and to comply with the requirements of the light road locomotive acts.

Class 6—First prize gold medal and £20; second prize, bronze medal and £10. Self-propelled plow for plowing not more than 4 furrows 10 in. wide by 8 in. deep.

Repair Concessions to U. S. Dealers

A conference held in Chicago recently between representatives of the National Implement and Vehicle Association and the U.S. National Federation of Implement Dealers, considered the repair situation in that country. The dealers claimed that list prices were in many cases too high, that the average discount was inadequate, and that prices on repairs was driving trade into the hands of catalog houses, as dealers could not carry adequate repair stocks to readily meet community demands.

After a careful discussion of the matter, the manufacturers present were very much impressed with the argument made by the dealers, and as a result resolutions were adopted, which, after they are passed upon as to their legality, will be found to be equivalent to recommending to the manufacturer the immediate and careful examination of their repair lists along the following lines:

(a) The institution of proper discounts generally to the dealer;

(b) Discounts to adequately recognize the advantage of stock orders;

(c) The adoption of net cash repair lists where necessary to protect our interests and those of our dealers.

The manufacturers also recommended that each concern go carefully over their repair patterns to see that they are plainly numbered in a conspicuous place.

MOWER AND BINDER REPAIRS



DAIN

For

DEERE

DEERING

EMERSON

ASK FOR

"NUMBER FOUR"

IMPLEMENT CATALOGUE

AND "PRICE LIST"

FROST & WOOD

MASSEY HARRIS

McCORMICK



D. ACKLAND & SON LTD.

WINNIPEG

CALGARY

PHONE GARRY 1600

OUR ENGRAVINGS SPEAK FOR THEMSELVES

STOVEL CO. LTD.

WINNIPEG, MAN.

Tractor Laws in Nebraska

The Nebraska legislature in its closing session passed two laws which should have an effect upon tractor business in that state. One of these, says "Farm Implement News," provides that no tractor shall be sold in Nebraska until a sample machine has been tested by three competent engineers connected with the state university. These engineers shall report to a commission, which will compare the report with the specifications and claims of the manufacturer or agent in advertisements or selling arguments, and shall deny a permit to sell if the specifications or claims shall be found to be false. The commission may also deny sales permits for any tractor in case complaint of two or more customers that an adequate service station and supply of parts is not maintained within the state.

The other law declares the sale of any tractor void unless the necessary supplies and repairs are carried at some point within the state. Both laws apply to automobiles and trucks, as well as tractors. They become effective July 15.

Avoiding Loss in Threshing

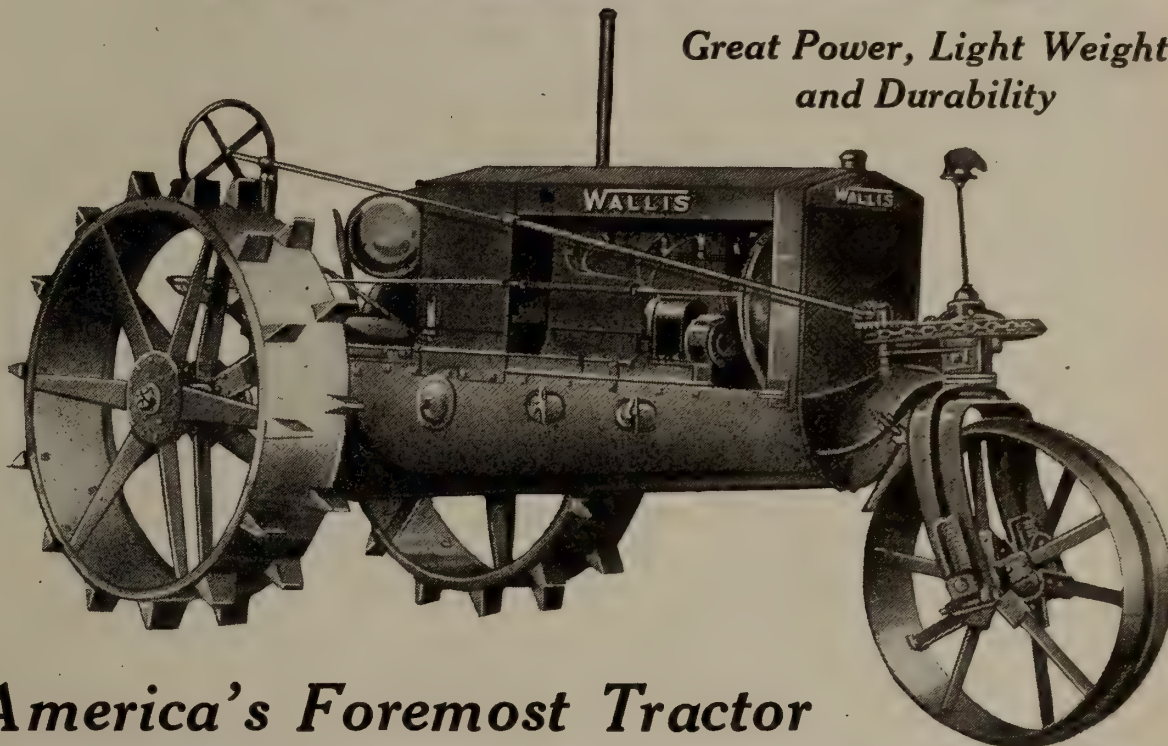
Enormous waste of grain and much loss of time result every threshing season, because of the poor work of threshing machines that have not been thoroughly repaired and put in working condition before the beginning of the working season. Defective parts are overlooked, or neglected in the hope that they will last through the season. When they fail in the midst of the threshing season, serious losses often result before repair can be made. In or just before the threshing season new parts are difficult to get promptly, because of the rush of orders from many owners who have procrastinated.

In the interests of his separator trade, the dealer should begin at this season to call the attention of owners of separators or combination threshing outfits to overhaul their machines and at once place orders for any necessary repairs. Too often the dealer is blamed because repairs are not available, but it is only wisdom on the part of the farmer to look over his separator now and to have the dealer order any essential repairs at once. It may save the owner a good deal of money to use foresight in this connection.

An executive is a person who thinks up things for other people to do and sees that they do them.

WALLIS

*Great Power, Light Weight
and Durability*



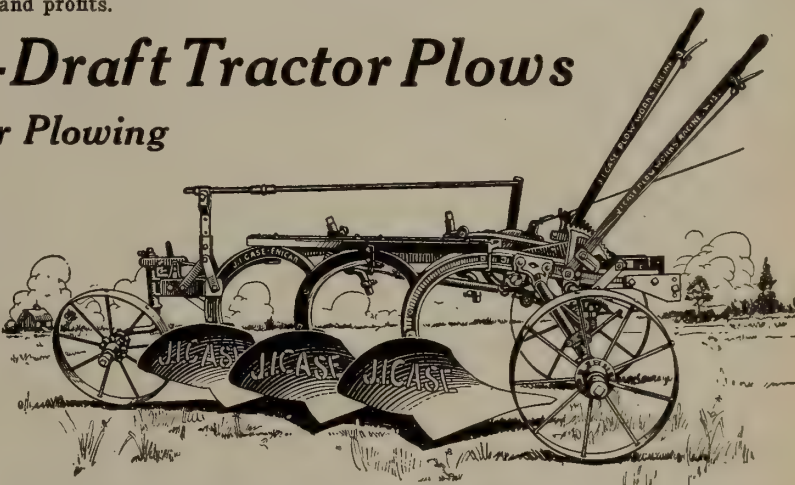
America's Foremost Tractor

Wallis first combined great power, light weight and durability in a tractor. The Wallis "U" frame is the strongest yet lightest construction known to tractor designers. The Wallis weighs 1000 to 5000 lbs. less than tractors of equal power. By eliminating needless weight, by making all gears of drop-forged, cut and hardened steel, by enclosing all working parts in a dust-proof oil bath, Wallis design adds 30 to 50 per cent to the actual pulling power produced from each gallon of fuel. The Wallis appeals to the man who wants real tractor value. To sell Wallis tractors pays the dealer handsomely in both prestige and profits.

J. I. Case Light-Draft Tractor Plows

More Acreage---Deeper Plowing

The world's lightest draft plow because the drag of furrow bottom and landslide pressure have been eliminated. Weight of frame is carried on J. I. Case dust-proof, easy lubricating wheels. Turn more acres and plow deeper with less fuel, labor and repair expense. Descriptive literature will interest you.



**Stands Every
Test of
Service**

Investigate Fairbanks-Morse "Tractor Special" Separators



Two sizes: 20x42 and 24x46

Especially designed for light tractor use. Heavy double bar cylinder. Self-aligning bearings. Large grate surface. Perfect balance. Full equipment of sieves and special weed screen. Have Self-Feeder, Wind Stacker and Automatic Register. Strong sheet steel body. Braced and built to stand every strain and give enduring service. Ask for catalogue and proposition.

The CANADIAN FAIRBANKS-MORSE CO. Limited
SASKATOON WINNIPEG CALGARY

We Manufacture and Distribute:

Type "Z" Stationary Engines—Fairbanks-Morse Combination Threshers—Light Tractor Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers—Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems—Pumps—Pump Jacks—Washing Machines, etc.



Medicine Hat Oilless Windmill

**Guaranteed to be the World's
best Windmill**

They must be the best to stand the western climatic conditions and to withstand the western winds. Dealers would do well to make specification and price tests—you would then find the real value of the Medicine Hat Oilless Windmills.

Three or four post, 2 1/4-in., galvanized angle steel towers, braced every 5 feet and banded every 10 feet. Easy running, noiseless and frictionless—double length bearings. Graphite is packed in bearings under immense pressure. Pull out system makes it automatically self-governing in all kinds of winds. Two pitmans. Babbitt bearings supplied if necessary.

44 Types of Iron Pumps

A size to meet every requirement from small cistern pump to 3-inch suction for pump watering stock.

WE MANUFACTURE THE FOLLOWING LINES:

Double Gear Windmills.	Tank Heaters.
Pitcher Pumps.	Deep Well Cylinders.
House Force Pumps.	Valves.
Auto Freezing Set Length Pumps.	Leathers.
Double Acting Tank Pumps.	Rings.
Pump Jacks.	Engines.
Pressure Water Systems.	Complete Pumping Outfits.
Storage Tanks.	We do all kinds of Job Galvanizing.

**The Medicine Hat Pump and Brass
Mfg. Company, Limited**

MEDICINE HAT

ALBERTA

Farmers and Retail Merchants Suggest Co-operation

As a means of improving local conditions in respect to merchandising, the farmers' organization in the district of Craik, Saskatchewan, have asked the merchants in that community to co-operate with them in a movement which, it would seem, leads to buying direct from the manufacturer instead of through the jobber or wholesale trade.

A meeting was held and a resolution passed, which was sent to the Retail Merchants' Association, Saskatchewan branch, for consideration. The copy of the resolution, as forwarded to "Canadian Farm Implements," reads as follows:

"Moved by Geo. W. Matheson, and seconded by Geo. B. Caldwell, that the following resolution be sent to the Retail Merchants' Association:

"Whereas, the grain growers of the Craik district have asked that the retail merchants appoint a committee to meet a committee of the grain growers to devise a system of closer co-operation between the grain growers and the retail merchants.

"Whereas, the present system of retailing merchandise is discriminating against the cash buyer.

"And whereas, the retail merchants are now buying in the best market available and are selling on a close margin.

"Resolved, that the retail merchants are anxious to co-operate with the grain growers in every way possible for the betterment of conditions in the community.

"Therefore, we ask the Retail Merchants' Association to co-operate with the Grain Growers Central with a view of dealing direct with the manufacturers and producers or in some way devising means of lessening the cost of merchandise to the retailer, thereby reducing that cost to the consumer."

The Cost of Wheat Production

If the average farmer in the winter wheat belt of the United States is favored with an average crop, his production cost per bushel is \$1.522, under present conditions, and \$1.205 under average pre-war conditions.

These figures represent the averages of careful estimates by several hundred farmers in the central states. On the acre basis, the itemized expenditure is as follows:

Land, rent or interest, \$3.88. Equipment—interest and depreciation, \$4.90. Seed, \$2.08. Plowing, cultivating and seeding, \$3.82. Harvesting and thresh-

ing, \$5.23. Cost of maintaining soil fertility, \$1.54. General overhead, \$1.29. Total, \$22.74. Deducting value of pasturage and straw, \$1.28, the net cost per acre is \$21.46. With the 10 year average of 14.1 bushels yield, the average bushel cost, as above, is \$1.522.

In contrast to the farmer's calculations, the agricultural colleges in the central states, as the result of investigation upon 300 typical farms, show the bushel cost for 1918 as \$1.913. The figures by colleges vary from that price to as low as \$1.47 and \$1.44, the higher cost including the expenditure in hauling to the elevator.

Tractors Aided Seaplanes

When the three giant naval seaplanes started on the first leg of their Transatlantic adventure on May 8th they were helped on their way by the Cletrac Tank Type Tractors, with which many of the naval air stations are equipped. The Cletrac tractors were formerly known as the "Cleveland," and are manufactured by the Cleveland Tractor Company, Cleveland, Ohio.

In New Home

Gray Dort Sales, Limited, who hold the distributing contracts for the Gray Dort car in Calgary, Alberta and vicinity, recently opened sales rooms at 813A First Street East. The partners in the new firm are A. G. Austin, J. Cobble-dick and S. W. Code, all men well-known to Calgary motorists.

Farmers Will Buy Trucks

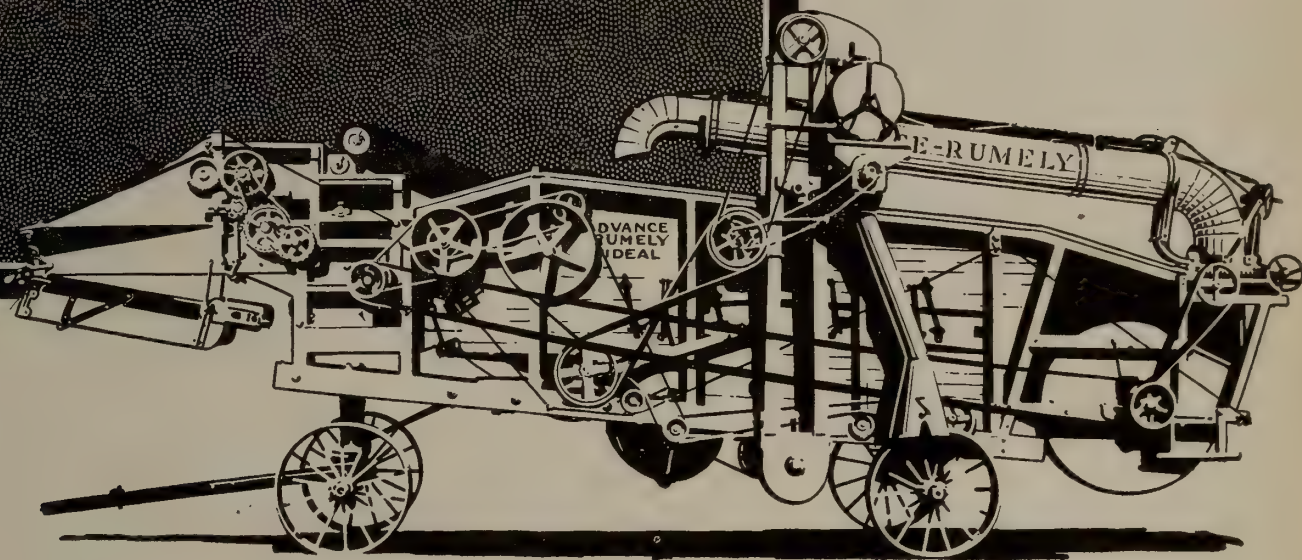
In talking over the potential motor truck market a prominent Eastern Canadian manufacturer in this line said that it is estimated that the farmers of Canada and the United States will absorb 2,000,000 motor trucks in the next ten years.

"The next few years," said this gentleman, "will see a great development in the highways of North America. The motor truck will be more responsible for good highways than even the passenger car has been.

"The farmer has been educated to the value of the passenger car. Statistics show that 73 1-5 per cent of the passenger cars on the farm were bought as a necessary part of the farm equipment; 24 2-5 per cent bought their cars for both business and pleasure, while the ratio for pleasure only among the farmers is 2 2-5 per cent.

"The farmer has money. There has been only an increase of 30 per cent in the prices paid by farmers for articles in common use on the farm."

The Best of 80 Years Experience in this New Small Ideal



THE accumulated manufacturing experience of over three-quarters of a century—and the judgment of over 20,000 Ideal owners—is back of the new, small 22 x 36 Ideal Thresher.

You know the record and reputation of the larger sizes of the Ideal—there's no farming community that hasn't its Ideal outfits with their satisfied customers. When we were called upon to build a smaller size separator, we didn't just "turn one out"—we built along the same lines as the Ideal, determined that our small threshers would be leaders in their class just as are the larger.

So in the small as well as the larger Ideals you will find those features that mean the difference between a "sure" and a "guesswork" job. Ideal thresher owners will tell you that.

Bunching, or cylinder winding is unknown in the Ideal—because the Ideal is designed on the principle of a *steady even flow of straw through the machine*, from the time it enters the cylinder until, free from all grain, it leaves through the stacker.

First of all, we placed the Ideal grates exactly right in relation to the cylinder. Then we designed the Ideal travelling slatted rake to take the straw from the cylinder and carry it to the straw rack. Result—more grate surface and a *steady even flow of straw*, making choking impossible.

Shaking alone wasn't a guarantee of complete separation, so we put sets of lifting fingers on the straw

rack, that tear the straw open—rake it—beat it from beneath. Result—complete separation and no waste.

Then, to take care of the increased capacity due to these inventions and to make the Ideal do a perfect job of cleaning, we put in extra chaffer area. The chaffer in the cleaning shoe, with the adjustable sieve and our special system of wind control, guarantee a perfect job of cleaning without waste. Result—the kind of cleaning that gets "no dockage" at the elevator.

Such construction shows why the small 22 x 36 will handle up to 900 bushels of wheat in a day's run—the 28 x 44 up to 1,500 bushels.

The Ideal is built in four sizes—22 x 36, 28 x 44, 32 x 52 and 36 x 60—standard in design and construction, and meeting all needs, from the man who owns his own power and wants to do his own threshing, to the custom thresher.

Dealers will readily recognize the ever increasing possibilities of a line of separators such as the Rumely Ideal. First, it is a line of such known worth that it carries its own convincing argument. Second, it is made in sizes to satisfy every demand.



The guaranteed
oil-burning
oil-cooled
OilPull Tractor is
built in sizes to fit
every size Ideal

ADVANCE-RUMELY THRESHER COMPANY, Inc.

La Porte, Indiana

Calgary, Alta.

Saskatoon, Sask.

Regina, Sask.

Winnipeg, Man.

ADVANCE-RUMELY

Clearance in the Tractor Plow

In tractor plow design, as in that of the gang plow of any type, clearance must be provided to allow trash to pass through freely. There are, however, several places on a tractor plow where clearance applies.

First, there is the clearance between bottoms as measured from

the corresponding points on two adjoining bottoms. For instance, from the tip of one moldboard at the wing end, to the similar point on the next moldboard.

Second, there is the clearance as measured from the cutting edges of the shares to the lower side of the beams.

Third, the clearance as determined by the size of the plow, as beams spaced on 14-in. centers for a 14-in. plow; 12-in. centers for a 12-in. plow.

Fourth, there is the clearance from under the shares to the ground, when the plow has been raised by the powerlift. Generally this height of lift is made equal under each share of a gang plow.

Fifth, the clearance beneath the

front axles, bearing the lifting mechanism, and the ground.

Sixth, the clearance between the furrow wall and the rear axle.

Seventh, the clearance between the ground and the shank of the rolling coulter.

Eighth, the clearance of the jointer on the rolling coulter as regards the beam of the jointer, the space between the jointer blade and the coulter, and the room between the jointer and the next preceding beam or the front furrow wheel, for the soil and trash thrown by the jointer to pass through.

Ninth, the clearance past weed hooks or weed wires.

Tenth, the clearance of the rolling coulter as effected by ample adjustment sidewise, vertically and along the beam. Also the clearance effect of notches cut in the edge of the coulter blade.

In well designed tractor plows each of these items has received careful attention and has been provided for by the designer. Some plows feature certain clearances decidedly. Nearly any gang plow will perform creditably in normal clean field conditions, plowing six or seven inches deep. The test comes for clearance features of a gang plow in plowing fields where the trash consists of lots of loose straw, lodge grain, long sweet clover or heavy sod, and in plowing deep.

Where heavy trash conditions exist, the fewer the number of bottoms in the gang, the better the trash clears through the plow. This may be noted particularly in demonstrations where a procession of all different sizes and makes of plow goes around the field to finish the headlands. The more bottoms per plow, the more difficulty there is with trash. In three-bottom plows, the middle beam seems to catch and drag trash more than the first or third.

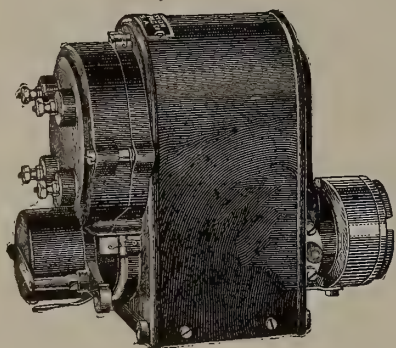
A New Tractor Disc

The Janesville Machine Co., Janesville, Wis., have now placed upon the market a new tractor disc harrow which has a one-lever adjustment operating the front and rear sections at the same time. There are three bearings to each gang.

The Janesville tractor disc harrow is the double or tandem type. The discs on the front gang are so arranged that the dirt is thrown out in front and thrown in at the rear, which design has the advantage that the ground is left level. The discs in the rear are set so that each runs between the furrows cut by the discs ahead, so pulverizing all the ground gone over.

KINGSTON MAGNETOS

Heavy Fuel Needs a Hot Spark



EVERY tractor dealer and every tractor user knows that the quality, the explosive function, of motor fuels is steadily deteriorating. The motors of a few years ago could not operate on the fuel of to-day.

A hot spark, then, is the first consideration in determining upon the right magneto. Reliability is of almost equal importance. The successful magneto must not only throw a fat, hot spark, but it must do it steadily, regularly, dependably.

Thus it is that the reliable KINGSTON magneto has found an increasing field of usefulness. KINGSTON improvements have steadily kept pace with fuel deterioration. The KINGSTON is to-day, as it has been for more than a decade, America's best magneto.

The Kingston Impulse Starter is the only true automatic impulse starter on the market. It is positive, simple, reliable.

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

Branches—New York City, 1733 Broadway; Chicago, 1430 Michigan Ave.;

Detroit, 870 Woodward Ave.; San Francisco, 1535 Van Ness Ave.;

Boston, 15 Jersey Street

TURNER Simplicity

Constantly increasing sales, easy service demands, and contract renewals throughout the country, prove that the Turner 14-25 kerosene burning tractor is successfully meeting the demand for constant performance on a wide range of work.

There are a few good territories open. A wire or a letter will bring you the details of this desirable tractor contract.

THE TURNER MANUFACTURING CO.

215 Lake Street Port Washington, Wis.

Canadian Distributors:

Turner Tractor Sales Co., Winnipeg, Man.

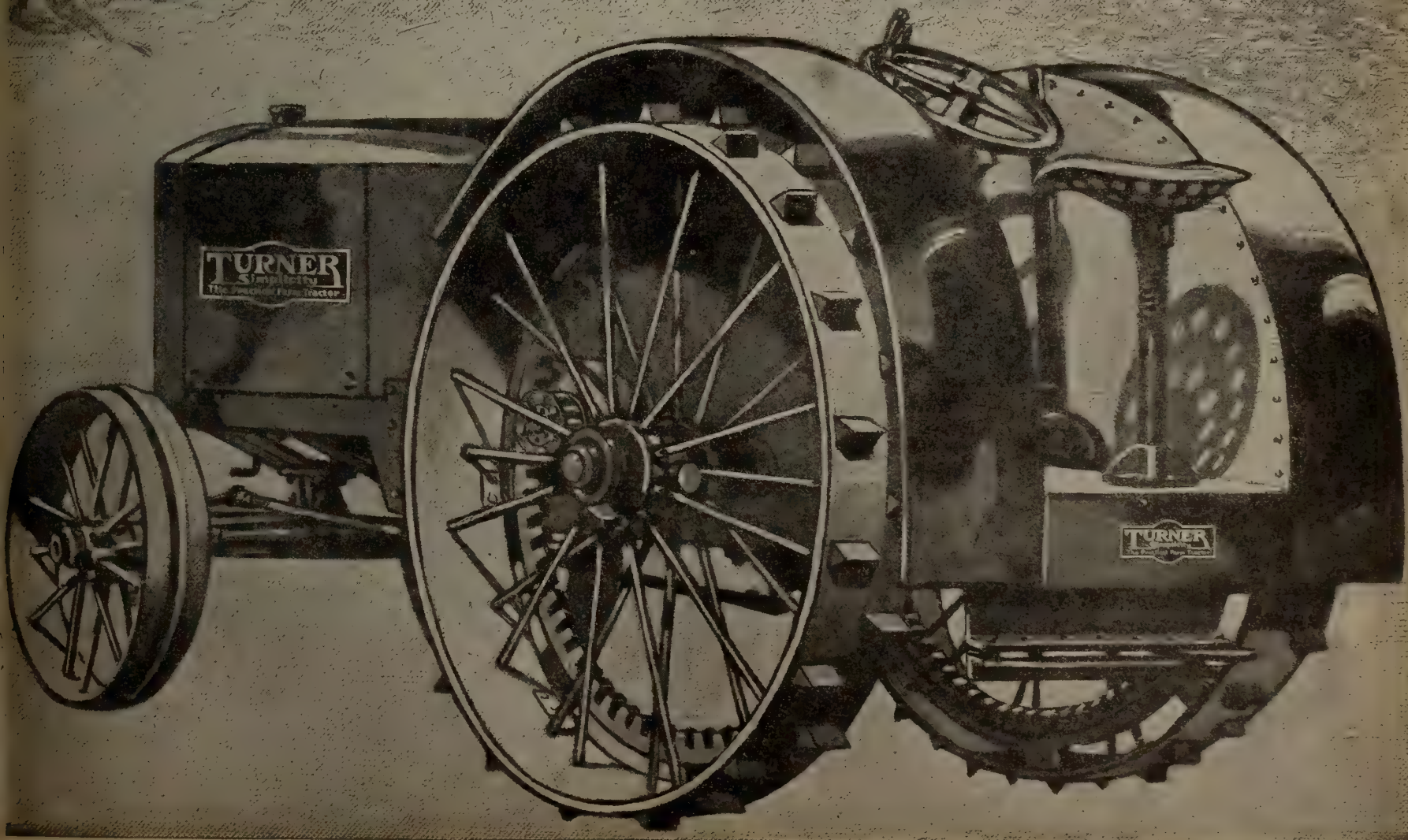
Maxwell's, Ltd., St. Mary's, Ont.

Eug. Julien & Co., Quebec, Que.

Capital Motor, Edmonton, Alta.



Builders of Simplicity Engines for
Eighteen Years



The Moline 10-Foot Binder

The Moline Plow Co., Moline, Ill., announces a new 10-foot binder which is constructed for use with the Model D Moline-Universal tractor. This new binder is remarkable in having 37 Hyatt roller and ball bearings embodied in its design, while it has parts of greater strength throughout. The machine has a two-foot wider cut than has been standard heretofore. The reason for this is obvious when one considers that the tractor generally has much more power than is needed to pull one 8-ft. binder. It is therefore only a matter of economy to use this power by making a binder with a wider cut.

Attached to a Moline-Universal tractor running at $3\frac{1}{2}$ miles per hour, with one man in control of both tractor and binder, 40 acres of grain can be cut in a ten-hour day. This is more than two men and eight horses with two 8-foot binders can do; and more than three men with any other tractor pulling two 8-foot binders can do.

One man controls both tractor and binder from the seat of the binder. The entire outfit is easily and quickly backed to turn square corners so that a full width of cut can always be maintained. The new Moline binder is constructed

heavier throughout — has much greater capacity than any horse-drawn binder.

In design this binder is practically the same as the regular Moline binder. Moline harvesting machinery has been on the market for over 50 years and during this time has been constantly developed.

The great advantage evident from the use of Hyatt bearings in the design of the new Moline binder is their great capacity to carry lubricant so that frequent stoppage in order to lubricate is unnecessary. The Hyatts used are a special heavy duty type. They are located in the binder as follows:

One in the cross shaft reel gear drive end; two in packer crank; two in crankshaft front and rear; two in idler studs in gear box for canvas rollers; three in packer shaft; one in reel drive shaft rear end; two in reel drive shaft horizontal and vertical; two in cross shaft outer and inner; one in grain wheel hub; two in bull wheel hub; two in platform canvas roller, outer front and rear; two in lower elevator canvas roller lower end front and rear; two in upper elevator canvas roller lower end, front and rear; one in upper elevator canvas roller rear;

one in clearance roller rear; one in platform canvas roller inner rear end; one in platform canvas roller inner front end; three in idler sprocket on bull wheel packer elevator chains; two in clutch sprocket on bundle carrier; one upper elevator canvas roller upper end, front; two in lower elevator canvas roller upper end front and rear; and one in clearance roller front end. In addition, there are three plain light-duty roller bearings in the reel shaft and two in the tractor truck attachment wheels.

Where side thrust exists in any bearing to the extent that a thrust washer is insufficient, ball thrust bearings are used.

The power bundle carrier is simple in construction and is easily operated. It consists of a canvas apron which revolves upon two large rollers. When a sufficient number of bundles are collected the bundle carrier is thrown into action by the operator's foot and the bundles are quickly rolled off to one side. This carrier can be folded as easily as any bundle carrier commonly used. The Moline No. 11 binder weighs 2500 lbs., including hitch, transportation trucks and power bundle carrier. The company anticipate a big demand.

W. W. Dingee
1831-1919

With the passing away of W. W. Dingee at his home in Chicago, Sunday, May 25th, 1919, the American implement industry and especially the threshing machine section of the same, loses one of its oldest and best known figures.

He was born in Philadelphia, January 5, 1831. He was educated in his native state, and until 1863 was associated with A. B. Farquhar, of York, Pa., in the manufacture of threshing machines.

In 1863 he moved to Racine, Wis., where he established the Geiser Threshing Machine Co. This shop was destroyed by fire, and Mr. Dingee moved to Oshkosh and was connected with the Sawyer Manufacturing Company. When the J. I. Case Company purchased the Sawyer plant in 1878 he went to Racine as a Case man and remained a Case man as long as he was active in business.

In 1906 he retired from active business and moved to Chicago to spend his declining years. The late Mr. Dingee was a student in every sense of the word, and many improvements on the modern thresher can be traced directly to his fertile brain.

Every Tractor Owner in Your District is a Prospect for "LISTER" TRACTOR SEPARATORS

Made in Two Sizes—22 x 36 and 26 x 42
Suit any Power Tractor from 8-16 H.P. to 15-30 H.P.

This is going to be a big year for individual separators. Farmers who have tractor power cannot afford to take chances on the custom outfit. With a "Lister" Tractor Separator they can do their threshing when the grain is ready and weather favorable. "Lister" Tractor Separators are of strong, rigid construction, to take the pull of the tractor and handle the heaviest crops. Fully equipped. Simple in design, they do excellent work under all conditions, cleaning the grain fit for market. We advise you to get our thresher catalog and proposition. Be prepared ahead of time and cash in on this profitable business.

Write Now For Agency

"Lister" Tractor Separators have extra large separating grate surface, under and behind cylinder. Long bearings and perfect balance, eliminating vibration. Heavy, cold rolled steel shafting; forged steel crankshafts. Four-section sideways straw rack, breaks straw four ways. Perfect shoe design. Supplied with or without the famous grain saving Wind Stacker. Handle and thresh as much grain, with the same power, as any separators, of similar size, on the market. Get complete specifications.

THE LISTER LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

Ask for Prices
and Literature
on any item

R.A. LISTER & Co. (Canada), LIMITED

WALL STREET, WINNIPEG, MAN.
ST. JOHN, N.B. TORONTO QUEBEC

Let us send
you the Liberal
Lister Offer



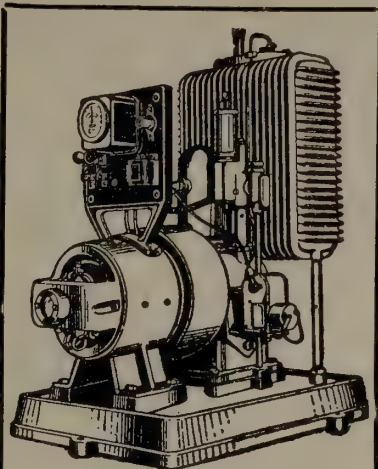
You Have No Competition in Selling the

Silent ALAMO

Electric Farm Light
and Power Plant

IN THREE SIZES:
75, 100 and 125 LIGHTS

The World's best lighting unit. Adaptable to homes, farms, stores, halls, schools. In demand in any territory.



RUNS WITHOUT SPECIAL
FOUNDATION

Don't Delay---Get the Alamo Agency

The Silent Alamo furnishes light or power at any time, day or night, at the pressing of a button. The easiest installed plant you can sell. Battery shipped in separate case, all connected; you simply wire battery to plant.

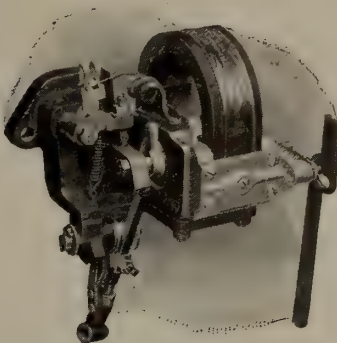
Safe, compact, economical. Absolutely no vibration. Operated by the Ide silent engine—the wonderful, noiseless, rotary sleeve motor. Has no poppet valves, cams, rods, springs, belts, gears or chain connection. High tension magneto ignition. Develops constant, smooth, even power. Engine stops automatically when oil or water gets low or when battery is fully charged. Electric throttling ensures correct charging speed. Gives power for all lighting purposes, and runs cream separator, washer, churn, etc.

YOUR TERRITORY MAY BE OPEN—WRITE

ROBINSON-ALAMO, LIMITED
140 Princess Street, Winnipeg, Manitoba



WEBSTER PRESTIGE



Remember—"If it isn't a
WEBSTER Tri-Polar, it isn't
a REAL Oscillator."

The superiority of Webster Tri-Polar Oscillator has conclusively proven its leadership. Among an ever-increasing majority of engine manufacturers Webster Tri-Polar Oscillator is considered unquestionably the most dependable type of ignition. Farm engine users everywhere report perfect satisfaction from their Webster Tri-Polar Oscillator ignition. It insures easy starting in any weather and has abolished anxiety and worry due to ignition troubles. Webster ignition defies any weather conditions. It operates steadily in pouring rain. An ever-increasing majority of engine manufacturers now make Webster Tri-Polar Oscillator standard on all engines. There are no stock Webster Tri-Polar Oscillators. Each is designed to meet the exact requirements of the engine for which it is intended.

WRITE FOR BOOKLET AND FULL
INFORMATION

WEBSTER ELECTRIC CO.

RACINE, WISCONSIN, U.S.A.

WEBSTER TRI-POLAR OSCILLATOR

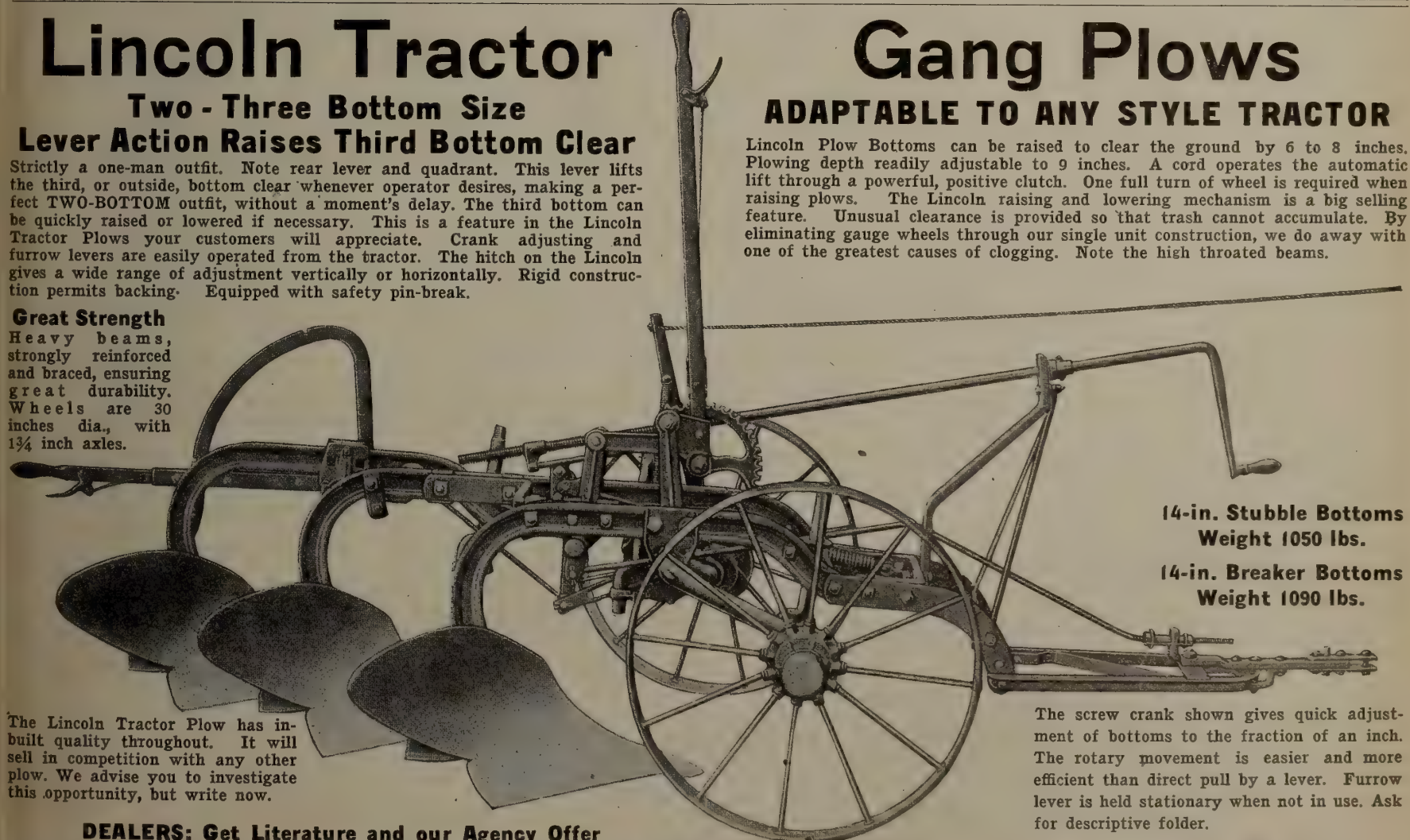
Lincoln Tractor

Two - Three Bottom Size

Lever Action Raises Third Bottom Clear

Strictly a one-man outfit. Note rear lever and quadrant. This lever lifts the third, or outside, bottom clear whenever operator desires, making a perfect TWO-BOTTOM outfit, without a moment's delay. The third bottom can be quickly raised or lowered if necessary. This is a feature in the Lincoln Tractor Plows your customers will appreciate. Crank adjusting and furrow levers are easily operated from the tractor. The hitch on the Lincoln gives a wide range of adjustment vertically or horizontally. Rigid construction permits backing. Equipped with safety pin-break.

Great Strength
Heavy beams, strongly reinforced and braced, ensuring great durability. Wheels are 30 inches dia., with 1 3/4 inch axles.



The Lincoln Tractor Plow has in-built quality throughout. It will sell in competition with any other plow. We advise you to investigate this opportunity, but write now.

DEALERS: Get Literature and our Agency Offer

CUSHMAN MOTOR WORKS OF CANADA, Limited, Whyte and Vine Streets, Winnipeg

Gang Plows

ADAPTABLE TO ANY STYLE TRACTOR

Lincoln Plow Bottoms can be raised to clear the ground by 6 to 8 inches. Plowing depth readily adjustable to 9 inches. A cord operates the automatic lift through a powerful, positive clutch. One full turn of wheel is required when raising plows. The Lincoln raising and lowering mechanism is a big selling feature. Unusual clearance is provided so that trash cannot accumulate. By eliminating gauge wheels through our single unit construction, we do away with one of the greatest causes of clogging. Note the high throated beams.

14-in. Stubble Bottoms
Weight 1050 lbs.

14-in. Breaker Bottoms
Weight 1090 lbs.

The screw crank shown gives quick adjustment of bottoms to the fraction of an inch. The rotary movement is easier and more efficient than direct pull by a lever. Furrow lever is held stationary when not in use. Ask for descriptive folder.

Tariff Proposals Reduce Duty on Implements

In his budget, laid before the House at Ottawa on June 5th, Sir Thomas White referred to the fact that under the Customs Tariff War Revenue Act, 1915, A British Preferential Tariff rate of 5 per cent and an intermediate and general tariff rate of $7\frac{1}{2}$ per cent were imposed with certain exceptions.

The government, said the Minister of Finance, proposes to wholly repeal this British tariff of 5 per cent. Further, the intermediate and general tariff rate of $7\frac{1}{2}$ per cent will no longer be applicable to foodstuffs, clothing, skins, harness, agricultural implements, petroleum oils and other classes of merchandise.

Provision will be made for the free importation into Canada, of wheat, wheat flour and potatoes from countries which do not impose a customs duty on such articles grown or produced in Canada.

Freight Rates to be Equalized

With regard to agricultural implements, Sir Thomas said that but for an arrangement they had been able to make for the equalization of Canadian freight rates, it would not have been practicable to make any reduc-

tions in ordinary schedule covering these articles. At the request of the government, he said, the railway companies would give the Chicago rates on agricultural implements from producing centres in the east, west of Montreal and east of the Great Lakes, to prairie points for car lot movements loaded to a minimum of 24,000 pounds.

This reduction was a substantial concession. For example, to Regina the Canadian haul of 1,590 miles would equalize the haul from American territory of 1,069 miles, while to Medicine Hat the Canadian movement was 520 miles longer than the American movement, although the rate would become the same.

Ten Per Cent Duty Reduction on Tractors

Including the $7\frac{1}{2}$ per cent war duty reduction, Sir Thomas said, the proposals would provide for a total reduction under the general tariff from $27\frac{1}{2}$ per cent to 15 per cent on cultivators, harrows, horse rakes, seed drills, manure-spreaders and weeders, and from $27\frac{1}{2}$ per cent to $17\frac{1}{2}$ per cent on plows, windmills, portable engines, traction engines for farm purposes, horse-powers and threshing machine separators. All parts and appliances are included.

Provision is made for a total reduction from $32\frac{1}{2}$ per cent to 20 per cent on hayloaders, potato diggers, fodder or feed cutters, grain crushers, fanning mills, hay tedders, farm, road, or field rollers, post-hole diggers and farm wagons.

In the case of cement the war customs duty will be repealed, and the general tariff rate reduced to 8 cents per hundred pounds, or a reduction of 2 cents from the general tariff rate.

The total estimated loss in revenue, Sir Thomas placed at \$17,000,000, and owing to estimated reduction in the total volume of imports due to diminished purchasing power during the current year and probable decline in prices as well, he said the expectation was there would be a total loss in customs revenue for the present fiscal year of at least \$25,000,000.

To partially offset this loss and close the gap of the deficit of \$15,000,000 between revenue and current expenditure, a heavy increase in income taxation was proposed.

Corporations Are Taxed

Sir Thomas announced in the future all corporations shall pay 10 per cent on their net income in excess of \$2,000.

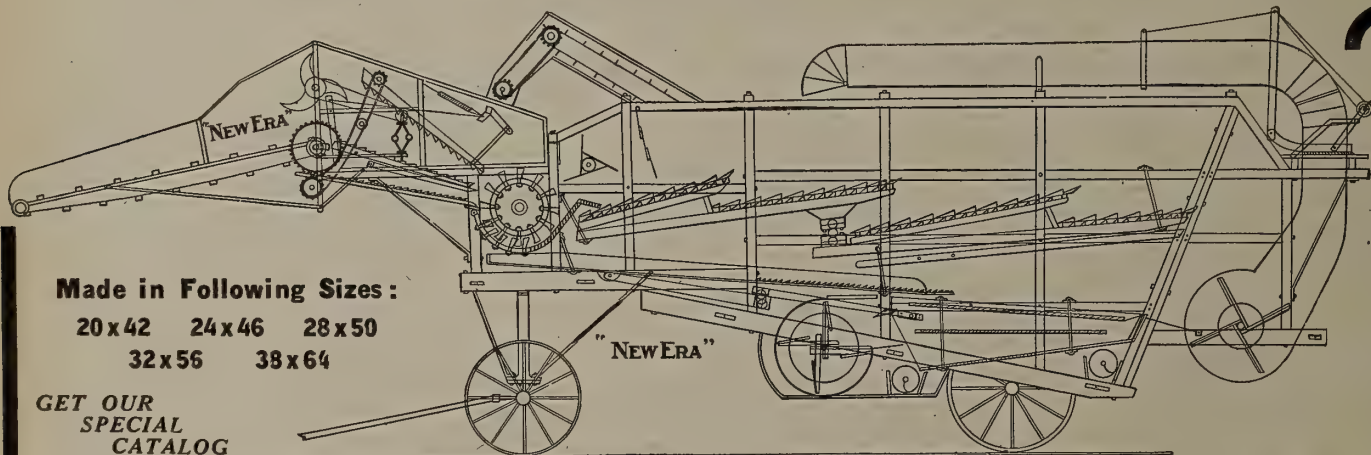
The business profits war tax will be renewed for the current

calendar year so as to make it apply to accounting periods ending on or before December 31, 1919. The rates of the business profits war tax will be as follows: Businesses having a capital of \$25,000 and more but less than \$50,000 profits in excess of ten per cent to be taxable rate 25 per cent thereon, businesses with a capital of \$50,000 and more (exemption for incorporated companies 7 per cent; other than incorporated companies 10 per cent) profits in excess of exemption, but not exceeding 15 per cent rate of taxation, 25 per cent; profits from 15 per cent to 20 per cent inclusive, rate of taxation 30 per cent; profits in excess of 20 per cent rate of taxation, 75 per cent.

Edson Is Promoted

The John Lauson Mfg. Co., New Holstein, Wis., has announced the appointment of F. H. Edson as advertising manager. Mr. Edson joined the Lauson sales organization in May, 1918, in the capacity of assistant sales manager, and since entering the employ of the company has been associated with the advertising more or less.

Join the Dealers' Association.



Made in Following Sizes:

20x42 24x46 28x50
32x56 38x64

GET OUR
SPECIAL
CATALOG

"NEW ERA" Combination Loaders

Especially designed for use with small threshing outfits. Entirely eliminate the need for bundle wagons. Will supply a small outfit. Loads and carries 350 bundles, saving expense of wagons, bundle racks, horses and pitchers. Runs on roller bearings; very light draft.

STEWART SHEAF LOADERS

Have proved their value as the pioneer sheaf loader. Hand pitching entails a heavy grain loss. Stewart loaders save even the loose grain around the stooks. Replace an average of Five Men in every outfit.

SAVES
GRAIN,
MEN,
TEAMS,
TIME
AND
MONEY

Ask for
Catalogs

LOWERS THE COST
OF HARVESTING

"NEW ERA" SEPARATORS Get All the Grain

A separator that will sell against any competition, with a variety of sizes to meet every demand. Strong construction. Easy running. Free from vibration and well balanced. Built in every part to stand the pull of the tractor. Large capacity. Give perfect separation and fast threshing under all conditions. Now is the time to line up your fall demand. Ask for catalog and our attractive selling offer

For Bigger Business
Handle the "NEW ERA"
Line



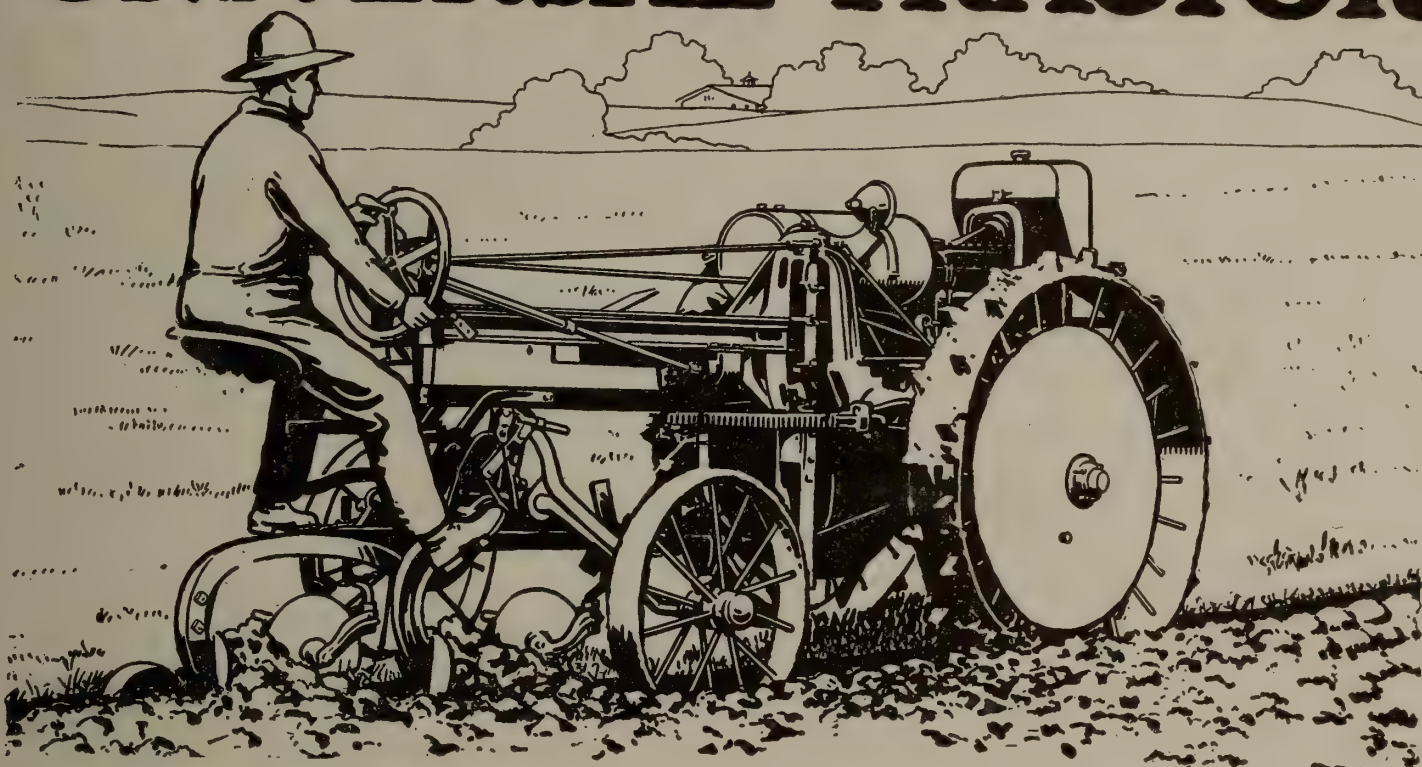
Get the Agency for the "New Era" Line

All Manufactured in Winnipeg

Stewart Sheaf Loaders New Era Combination Loaders
New Era Cultivators New Era Threshers (all sizes)
Distributors for Moline Universal Tractors and Implements

THE STEWART SHEAF LOADER CO. LTD.
470 MARTIN AVENUE :: WINNIPEG, MAN.

MOLINE UNIVERSAL TRACTOR



Take Advantage of Abnormal Times

These are abnormal times, but there is always the best solution for every problem.

Moline dealers find themselves in a position to take profitable advantage of a generally backward season—a season which will call for intensive operations.

Farmers everywhere are awakening to the possibilities of Moline-Universal Tractors, because they solve their time and labor shortages the year around.

The Moline-Universal Tractor in plowing will give three plow results with only two plow expense—and one man sits on the plow itself the master of every detail of the work. After plowing is finished other implements can be attached for discing, harrowing, planting, cultivating, mowing and harvesting.

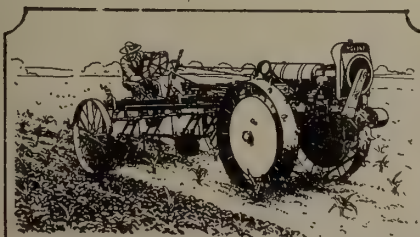
Do not sit idly by but supply the farmers with a solution to their present troubles—identify yourself with the Moline System of Power Farming and increase your profits and gain satisfied customers for future dealings.

CANADIAN DISTRIBUTORS:

Willys-Overland, Ltd., West Toronto

Manitoba and Saskatchewan Distributors—Stewart Sheaf Loader Co., Ltd. Branches—Winnipeg and Moose Jaw
General Supplies, Limited, Calgary, Alberta Distributors

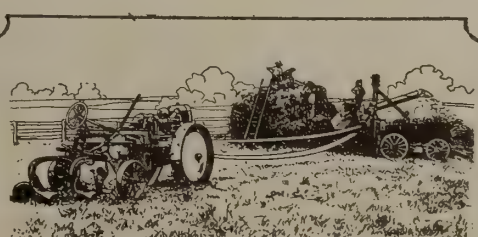
MANUFACTURED BY MOLINE PLOW CO., MOLINE, ILLINOIS



CULTIVATING



HARVESTING



THRESHING

Binder Twine Bought by Farmers' Club

In Eastern Canada considerable excitement has been caused by the fact that the United Farmers of Ontario have purchased approximately 1,000 tons of binder twine for distribution to their local branches, according to a report in "Hardware and Metal."

This twine tonnage represents quite a percentage of the volume of binder twine sold in the province of Ontario. The result of this move has been that a greater number of retailers have sent in cancellations of their bookings with the manufacturers and are stepping out of the sales arena altogether.

The twine was purchased from an American concern, and our contemporary states that the price is supposed to be pretty close to that paid by the dealer for his twine stock. "Hardware and Metal" points out that the Canadian manufacturers of twine were a unit in refusing to sell the farmers' organization. Their reason and that of the other manufacturers was simply that the dealer had handled the business satisfactorily; he was operating on a small margin and they felt that the dealer should be protected.

As practically every dealer in the West is aware, it is stated that the farmers' organizations in this territory have also purchased twine in large tonnage for their 1919 requirements. This being so, the contentions of our contemporary regarding the co-operative buying of twine in the East are of interest.

When the Ontario farmer buys twine through his organization he pays 10 per cent cash down when he places his order; the minimum amount he can buy is 50 pounds, there are no broken packages; at the tail end of the season he cannot secure one or two balls of twine to complete his harvesting, he has to arrange to come into town on the day the car arrives to take delivery.

In the first place, should the price decline he has to pay the high price—the dealer would probably protect the farmer against a decline. The farmer buys 50 or 100 pounds of twine, whatever he considers he may need—if it is a bad season and he has 25 pounds left over he is again facing a possible decline in the price. On an advancing market this might be all right, but it seems as though the peak must have been reached and lower prices may be expected.

Then again it may be a good

season—the farmer may want 10 or 20 pounds more of twine to complete operations. Where is he going to get it if the dealer is eliminated—will he want to buy 50 pounds from the association, and isn't it more than likely that he may find the association supplies exhausted? Is this a good proposition?

The dealer may say the line isn't worth handling and that he doesn't make any money on it, but it is quite apparent when the business threatens to get away from him he is not pleased. The way to handle the business is on the same basis exactly that the association handles it. Whether the merchant wants it or not there is a field for him in handling twine—where a line such as this is sold in competition with the world he cannot expect a big margin of profit. Quick turnover on a cash basis is the answer.

Sawyer-Massey Report

The recent report of the Sawyer-Massey Co., Hamilton, Ont., indicates that the abolition of duty on small tractors has seriously affected the organization.

An analysis of the annual report of the company for 1918 shows an apparent loss on the operations of the year amounting to \$77,236. This was, how-

ever, actually due to price readjustments, which amounted to \$254,272. The company met unusual difficulties in recent times, largely owing to the action of the federal government in deciding to admit tractors into Canada free of duty. At a later time the government decided to grant a draw back on raw material imported for the construction of tractors, but this did not help the Sawyer-Massey since it had bought most of its raw material in Canada.

Aspinwall Plant Busy

The Aspinwall Co. of Canada, Guelph, Ont., are at present busy on the production of diggers and sprayers, and have already filled the demand from many of their dealers throughout the eastern provinces. Manager Jacques and his staff are hard at it turning out the well-known Aspinwall machines, and anticipate an excellent demand this fall owing to the fact that many farmers will have to work a large potato acreage as the good prices are an incentive to big production in this line.

The sale of an inferior machine always results in making it easier for some dealer to get the next order from that customer.

GREGG WAGON AND IMPLEMENT WOODS

Ensure Satisfied Customers and Satisfactory Profits for You

The price of wood goods is not the factor that builds the right kind of business—or secures repeat orders. Quality goods must have a quality price. It pays to sell the best. Beneath the paint and varnish we could use inferior stock—but we don't. We could make a cheaper line—but we won't. We would make a better line—but we can't. Gregg goods are built to the Gregg standard of quality—not down to any price. In materials, wearing quality, strength and finish they are Canada's leading woods—a line that means prestige and increased business for Gregg Dealers.

We Manufacture

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees; Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets; 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners.

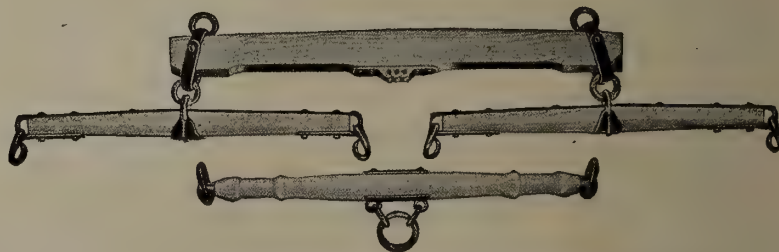
WAGON HARDWARE:—Clips, ferrules and hooks, neckyokes, centre and end irons, wagon box straps and rods, etc.

Our plant is the most up-to-date factory of its kind in Canada. We have one of the largest stocks of hickory, oak, rock elm, maple and other hardwoods carried in the Dominion. Our woods are specially selected for our requirements. For real value and hard service every day in the year Gregg goods give your customers the biggest value on the market.

WHEN YOU ORDER SPECIFY GREGG GOODS.

Ask for our Illustrated Catalog and Price Lists. The Gregg Dealer gets compliments—not complaints.

Remember—"If it Comes from GREGG it Must be Good"



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS



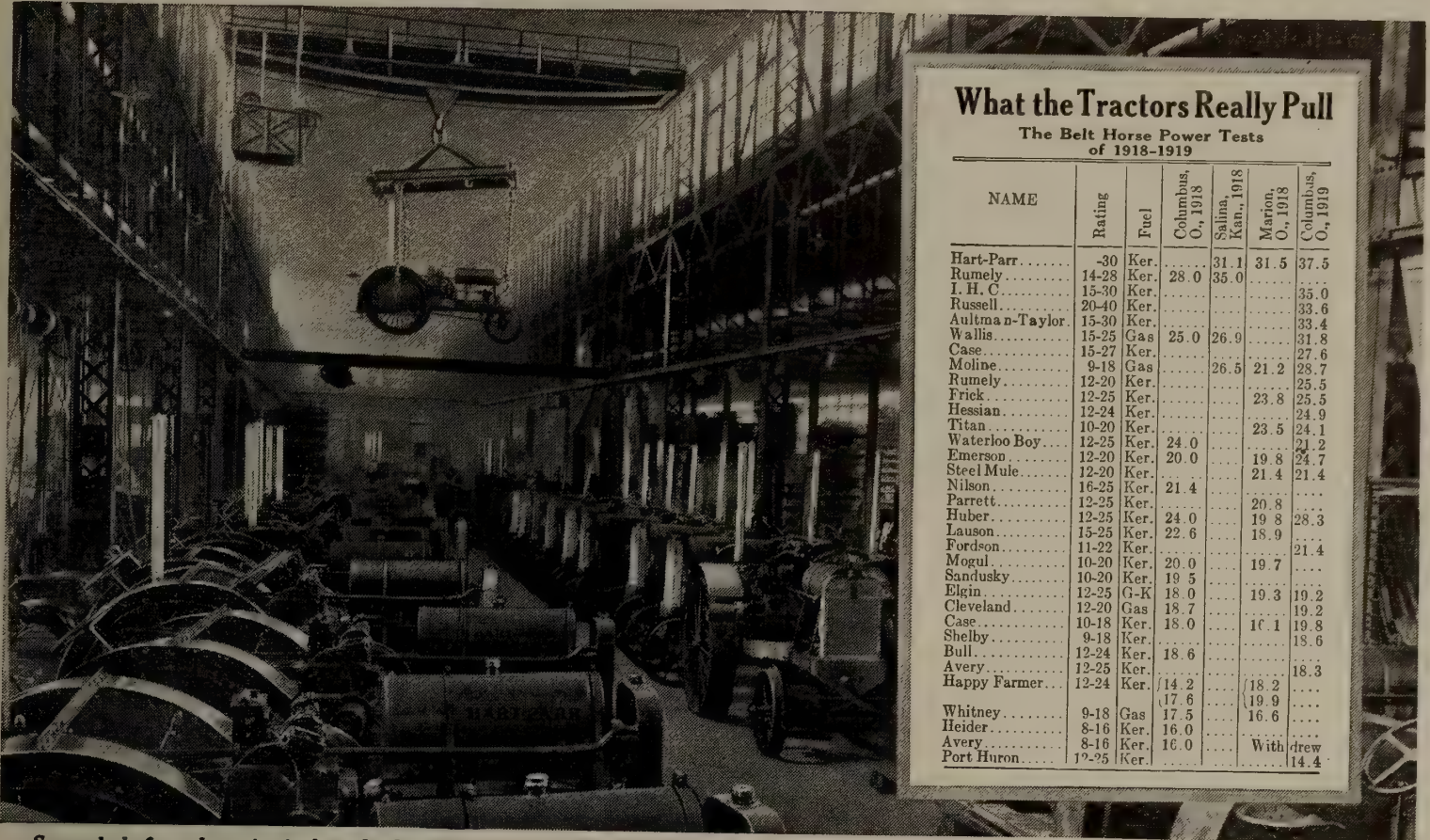
FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT



COMBINED TWO AND THREE-HORSE EQUALIZERS

THE GREGG MANUFACTURING COMPANY, Ltd.

Winnipeg, Man.



Scarcely before the paint is dry, the big electric crane hoists them to the car for shipment.

Our dealers are making deliveries direct from car to farm.

What the Tractors Really Pull

The Belt Horse Power Tests of 1918-1919

NAME	Rating	Fuel	Columbus, O., 1918	Salina, Kan., 1918	Marion, O., 1918	Columbus, O., 1919
Hart-Parr.....	30	Ker.	31.1	31.5	37.5	
Rumely.....	14-28	Ker.	28.0	35.0		
I. H. C.....	15-30	Ker.			35.0	
Russell.....	20-40	Ker.			33.6	
Aultman-Taylor	15-30	Ker.			33.4	
Wallis.....	15-25	Gas	25.0	26.9	31.8	
Case.....	15-27	Ker.			27.6	
Moline.....	9-18	Gas		26.5	28.7	
Rumely.....	12-20	Ker.			25.5	
Frick.....	12-25	Ker.			23.8	
Hessian.....	12-24	Ker.			24.9	
Titan.....	10-20	Ker.			23.5	
Waterloo Boy.....	12-25	Ker.	24.0		21.2	
Emerson.....	12-20	Ker.	20.0		19.8	
Steel Mule.....	12-20	Ker.			21.4	
Nilson.....	16-25	Ker.	21.4			
Parrett.....	12-25	Ker.			20.8	
Huber.....	12-25	Ker.	24.0		19.8	
Lauson.....	15-25	Ker.	22.6		18.9	
Fordson.....	11-22	Ker.			21.4	
Mogul.....	10-20	Ker.	20.0		19.7	
Sandusky.....	10-20	Ker.	19.5			
Elgin.....	12-25	G-K	18.0		19.3	
Cleveland.....	12-20	Gas	18.7		19.2	
Case.....	10-18	Ker.	18.0		16.1	
Shelby.....	9-18	Ker.			18.6	
Bull.....	12-24	Ker.	18.6			
Avery.....	12-25	Ker.			18.3	
Happy Farmer.....	12-24	Ker.	14.2		18.2	
Whitney.....	9-18	Gas	17.6		19.9	
Heider.....	8-16	Ker.	16.0		16.6	
Avery.....	8-16	Ker.	16.0			
Port Huron.....	12-25	Ker.			With drew	

Hart-Parr Running Full Time, Orders Booked Ahead. Why?

Farmers are buying the New Hart-Parr 30 tractor because power and fuel economy tests throughout the country have continually proven its high qualities.

The final test is when the tractor gets into the hands of the farmer—and owners of New Hart-Parr 30's are continually spreading the story of its satisfactory performance on the farm.

Hart-Parr Company entered the reconstruction period trained by the high-specification Army and Navy Ordnance work. Thanks

to our war work the quality and workmanship of the Hart-Parr product is up to Government standard.

Eighteen years ago Hart-Parr founded the tractor industry. Many of our old 60's that plowed the virgin prairies of the Northwest are working the same fields today. We still aim to lead the tractor industry.

Write today for complete catalogue of the New Hart-Parr 30.
Some desirable territory is still open to dealers.

HART-PARR COMPANY

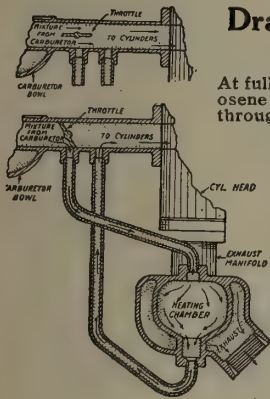
Founders of the Tractor Industry

908 Lawler St., Charles City, Ia.

Hart-Parr of Canada, Ltd., Winnipeg and Regina

The New
HART-PARR 30

Dray Kerosene Shunt—



At full load the Dray Kerosene Shunt feeds cold fuel through the butterfly valve direct to the combustion chamber. At light load it forces the fuel down through the hot exhaust manifold, pre-heating it before it enters the combustion chamber—giving a smooth-running engine at all loads without delicate adjustment of the carburetor.

This is the explanation of the economical, flexible power of the New Hart-Parr.

Specifications

Power—Pulls three plows—30 H. P. on belt.
Motor—2-cylinder twin, 4 cycle. Valve in head. 750 R. P. M.
Tractor Frame—Cast steel, one piece. No bend, no twist.
Carburetor—New Dray kerosene shunt.
Bearings—S. K. F. and Hyatt.
Speeds—Two forward; one reverse.
Transmission—Selective sliding gear.
Cooling Device—Honeycomb radiator—shaft-driven pump and fan.
Lubrication—Fresh oil, force feed.
Weight—5,158 lbs.

Handling Spraying Machinery

When a dealer takes on a new line, the first essential for the profitable handling of such a line is healthy demand for the article or articles in question. If the demand already exists, he is that much ahead. If not, he must, through advertising and other sales mediums, create the demand. Oftentimes the hardest part of a selling campaign is creating this demand, and in many instances a great deal of expensive research and educational work must be done to produce the desired effect.

For a long time fruit growers, florists and tree specialists have realized that spraying trees and plants to keep them free from insects and fungus pests was beneficial to their growth and health, but only lately have the full advantages of spraying been realized.

In order to get his share of the spray pump business the dealer should carry a complete line. The sale of a large, mounted power sprayer is attractive; but there will be many calls for the smaller

machines where one customer will ask for the large, expensive machine. The complete line of spraying instruments will give the prospective customer a wide range of selection. There is bound to be one style which will suit him.

There is a good demand for the

useful for applying "fly dope" to live stock, spraying house plants, disinfecting small areas, etc. The hand sprayer retails so reasonably that anyone can afford it. The dealer should include a number of these efficient machines in his stock.

The barrel spray pump has



American College Girls Using the Tractor in Road Making

small hand sprayer. Of course, the small machine is adapted only for a limited range of work; but it accomplishes this work satisfactorily. The hand sprayer is

many commendable features and takes well with the orchardist or the large grower of potatoes and other vegetables. The barrel spray pumps are built for business; they will stand up under hard and continuous use. Pumps of this style are manufactured in various dimensions; the larger the cylinder in the pump, the greater the amount of water it will throw. Pumps of this type can be used in any form of tank and barrel. The regular style pump handle gives the operator a powerful leverage. An entire tank of spraying mixture can be run through the pump with small exertion. The barrel spray pump will perform a variety of work. It is understood that many of the vegetables grown upon the farm require a large amount of spraying mixture during the season. The powerful barrel pump is well adapted for spraying potato fields and other growing vegetables.

The dealer sells a spray boom made expressly for the purpose of spraying vegetables, etc. The barrel is mounted in a wagon or upon a cart, and the spray boom is attached to the end of the vehicle and connected with the pump.

Oil Pull that had pulled supplies all through the Chateau Thierry drive. I suppose there were 300 bullet marks on it. One shell had gone through the rim of the rear wheel, making a hole of about 6 inches. The radiator was torn all to pieces and a barrel in its place, and the oil tank looked like a porcupine, it was so full of plugs. I stepped on it and it started the first turn."

The Tractor in Road Making

We have received a new booklet published by the Avery Company, Peoria, Ill., which deals with the Avery tractor as adapted to road work. This new catalog contains a number of illustrations showing Avery road tractors doing various kinds of work and testimonial letters from owners of Avery road tractors. The Averages are shown operating gangs of graders, road plows, ditching and pulling levellers, planers and rollers. The good work done with tractor drawn road drags is emphasized. The 12-25 h.p. Avery is shown with a road roller attachment. Interested dealers can procure a copy of this catalog by writing the nearest branch at Winnipeg or Regina.

Cleveland Tractor Company Adopts Name for Tractor

The Cleveland Tractor Company of Cleveland, Ohio, has adopted the name "Cletrac" as the registered name of its tractor.

The phrase Tank-Type Tractor is to be used in connection with the name, says the company, since the "Cletrac" is of crawler construction, and has the battle tank's facility for doing its work under the most difficult conditions.

The company manufacturing this 12-20 horse-power crawler-type tractor has progressed rapidly since its foundation only two years ago, being now, it is claimed, the world's largest manufacturer of tank-type machines.

Busy on Production

The Gilson Manufacturing Company, Guelph, Ont., report a busy season in their factory turning out the well-known Gilson engines and tractors. They have a large demand for their lines from eastern territory and find western trade good at the present time. Now that the war is over the material problems of the company are gone and they can apply themselves to the question of production.

Oil Pull Went Through Big Drive

The Billings, Montana, branch of the Advance-Rumely Thresher Co., recently received an interesting letter from Corp. R. Yates, who before he enlisted for service was associated with Albert Hamachek, Advance - Rumely dealer, at Denton, Montana, to whom the letter was written. To quote from the letter:

"I've been working on a 16-30

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.



JUMBO Kerosene-Gasoline ENGINES

3, 5 and 7 H. P.

Get, and Hold, Engine Business for Dealers
Ask for Our Attractive Sales Offer

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horse-powers.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by Nelson Brothers Company Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

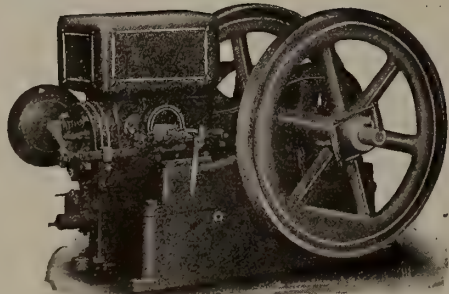
Tudhope-Anderson Co. Limited

WINNIPEG

REGINA

SASKATOON

CALGARY



**DEALERS: SECURE CONTRACTS NOW!
AND ENSURE HAVING AN AMPLE STOCK OF
EMERSON Wild Oat
SEPARATORS**

*The only farm size machine
built that will take every kernel
of wild or tame oats out of
wheat or rye—and SAVE ALL
THE WHEAT.*



Made in Two
Sizes
3-Shoe
and
6-Shoe

Owing to the immense
demand, we advise you
to specify your require-
ments at once.

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Separation is made by the length of kernel. The long oats kernels cannot follow the short kernels (wheat, barley or rye), through the double angle construction of the Emerson riddles. The patented "kicking" motion passes the oats up the steps of the riddle, and discharges them over the end. Not a wild or tame oat kernel can pass through. Ask for interesting booklet and agency offer.

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.

**Dealers: "Marshall" Tractors and
Engines are British Built—with a
Quality that Ensures Business**

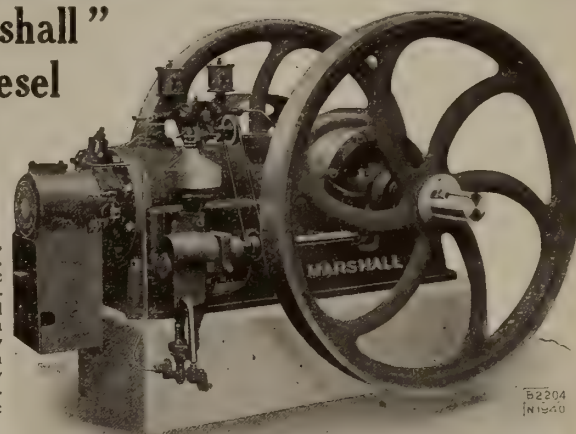


Dreadnaughts of the Prairies

Our tractors are made in two sizes: 16 Draw-bar H.P. with 30-55 H.P. on the belt, and 32 Draw-bar H.P. with 60-70 on the belt. When the farmer buys power—he wants lots of it—and reliable power. Our tractors are built like a battleship and run like a watch. Economical in fuel consumption, dependable, and give years of satisfactory service. Sell the tractor that will stand up to the most gruelling conditions, with the minimum repair expense. "Marshall" Tractors are in a class by themselves. Let us show you why.

**Sell "Marshall"
Semi-Diesel
Crude Oil
Engines**

Sizes in stock: 10, 12, 16 and 20 B.H.P. Unequalled for electric lighting, pumping, sawing, flour mills, and all heavy service. Sell in competition with any engine made through sheer in-built quality construction and performance. Automatic ignition. Easily started. No poppet valves. Magneto or battery. Ask us for complete details.



LITERATURE, PRICES AND PROPOSITION ON REQUEST

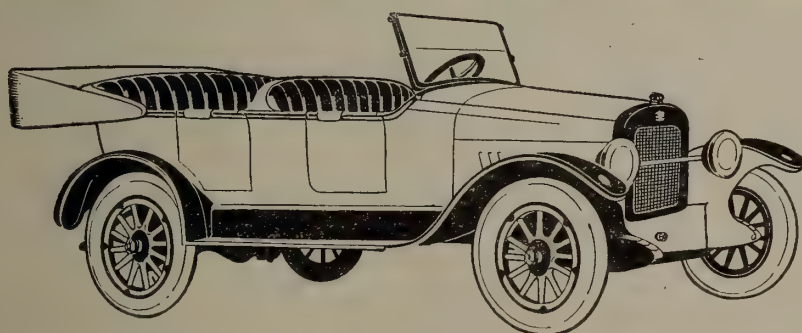
MARSHALL, SONS & CO. (CANADA) Ltd.

P.O. Box 1564

(ENGINEERS)

Phone: 3393

SASKATOON, SASKATCHEWAN



**A Low Price Car
—with—
High Price Features**

EXAMINE the Briscoe thoroughly before you decide on your car. Challenge its claims to superior performance—make us prove all the fine things we say about it.

Observe its roominess, its comfort qualities, its fine finish and smart appearance.

The famous more-miles-to-the-gallon motor gives great economy in operation. Quick, silent, responsive, the Briscoe Engine turns a small quantity of Gasoline into a tremendous lot of power.

See the Briscoe and ride in it—learn that you can have low upkeep cost and at the same time smart appearance and luxurious riding qualities.

A roomy car—a quiet-running car—a beautiful car—but most important of all, a powerful car—a car built for service.

CANADIAN BRISCOE MOTOR COMPANY, LIMITED

Head Office: - - - TORONTO

Western Office: 156 Princess St., WINNIPEG

F. N. McDONALD, Western Manager

BRISCOE PRICES

Standard Touring.....	\$1225.00
Roadster.....	1225.00
Special Touring.....	1350.00
These prices are f.o.b. Brockville—and subject to War Tax.	

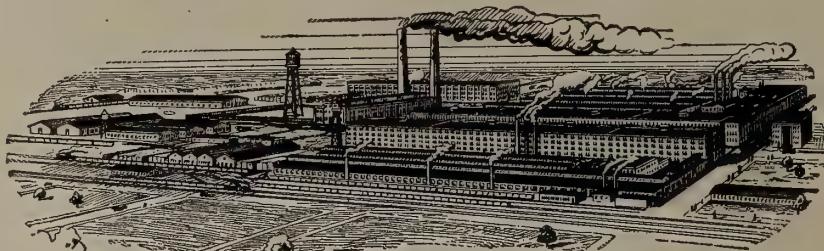
Briscoe
The Car with the Half-Million Dollar Motor

International Buys Parlin & Orendorff Co. Sale Becomes Effective July 1

One of the most important deals in the farm machinery industry in North America was closed early in May when the International Harvester Company, Chicago, purchased from the Parlin & Orendorff Co., of Canton, Illinois, its manufacturing plant and real estate at Canton, and all goods and materials on hand, wherever located, together with the patents, trade marks and goodwill. The Harvester organization will take possession under its own name on July 1st next. All P & O employees will become employees of the Harvester Company.

The sale does not include the branch house buildings, but these are to be taken over by the

I. H. C. under lease and used to facilitate the distribution of the Canton lines. The Parlin & Orendorff Company retains its receivables which will be collected and the business liquidated.



A Bird's Eye View of the P&O Factories at Canton, Ill.

The capitalization of the P & O Company is as follows: Capital, \$5,000,000; surplus, over \$5,000,000; ownership 50 per cent of stock owned by Parlin and Ingersoll families; other 50 per cent by U. G. Orendorff.

Pres. McCormick's Announcement

In announcing the purchase, President Harold F. McCormick, of the International Harvester Co., said:

"I am pleased to advise the harvester organization that the company has purchased the manufacturing plant and business of the Parlin & Orendorff Co., of Canton, Ill. This adds to the list of harvester manufactures the one important farm implement which it has not heretofore produced.

"When the harvester company was formed in 1902 it manufactured chiefly harvesting mach-

ines. It has since gradually added other implements, and with the addition of the plow, it is now in a position to manufacture and supply to the farmers a complete line of all the important implements used in agriculture.

"I believe that this addition to the harvester company's products

goods will be taken over at twenty transfer points in United States territory.

The P & O plant will be the twelfth International Harvester factory in the United States and Canada, the others being situated in Chicago, Sterling, Ill.; Springfield, O.; Akron, O.; Auburn, N. Y.; Chatham and Hamilton, Canada. There are also four European factories—in Sweden, France, Germany and Russia.

Secures Established Line

By this transaction, the Harvester company acquires one of the oldest and best-established plow and tillage lines in the country and thereby at once becomes an important factor in the plow trade. The extensive P & O plant, constituting the principal industry of Canton, is an outgrowth of the blacksmith shop founded here in 1842. It is the oldest existing plow works in the United States. In more than three-quarters of a century of operation its products have been firmly established in the confidence and favor of American and Canadian farmers, and it has also developed a considerable foreign trade.

Officials of the Harvester Company express themselves as particularly pleased with the purchase of the Parlin & Orendorff business, because it not only gives them an established line and well organized and efficient plant but avoids the delay which would have necessarily been involved if the Harvester Company had undertaken to develop a plow line of its own. The Harvester Company has planned the transfer so as to cause the least possible interruption of business at the Canton plant, and will at once be ready for business.

Thanks Their Dealers

In a statement to the P & O dealers in Canada, sent to "Canadian Farm Implements," the Parlin & Orendorff Company voices the following message to the Canadian trade:

"In the merging of the Parlin & Orendorff Company into the International Harvester Company, we have every confidence that the line of agricultural implements invented, developed and manufactured by us, a line that proudly takes its place in the front ranks of America's foremost implement industries, will continue to grow both in extent and popularity.

"To the loyal P & O dealers, in all parts of the country, many of whom like ourselves, inherited the business founded by their fathers, and to whom the

will be warmly welcomed by our sales organization and by the implement dealers who handle International goods."

Statement by Mr. Orendorff

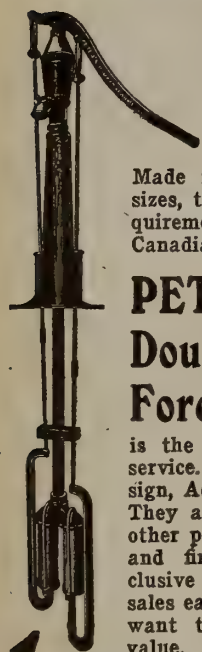
U. G. Orendorff, secretary and treasurer of the P & O Company, who has been connected with it for thirty-three years, said:

In negotiating this transaction one of the most important considerations to our company was that its plant and business should go into the hands of a concern capable of maintaining the quality and reputation of our products and of giving users a service not less satisfactory than they have had heretofore.

We were also mindful of our many loyal employees and representatives at the plant and on the territory, and are grateful to know that the P. and O. organization will be taken over in its entirety by the harvester company, which has an established reputation for recognizing ability and rewarding faithful service among its employees.

There are ten P. and O. branch houses in the United States, and in addition stocks of P. and O.

PETERS PUMPS



Give More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters'
Pump
Proposition
for 1919

ALWAYS
DELIVER
THE WATER

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Racine, Ill.

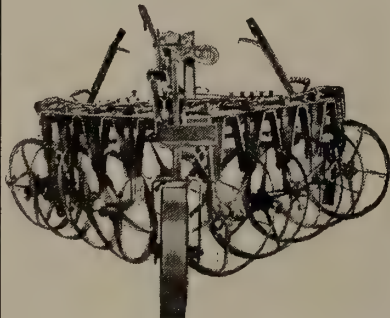
Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for
Particulars.

"NEW ERA" Rotary Cultivators Do What No Other Cultivator Can Do



Canada's champion weed killers. They pull the weeds out, or cut the roots off under the ground, placing them on top where they are destroyed. The duck-foot, shovel point or tooth cultivator cannot do this. The New Era cleans the land perfectly of sow thistle, twitch grass and all noxious weeds. Open discs are adjustable to any angle and cut to any desired depth. Very strongly constructed. Every farmer needs this cultivator. Send for catalog and our liberal discount to dealers.

MANUFACTURED BY
Stewart Sheaf Loader Co., Ltd.
470 MARTIN AVE., WINNIPEG

PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

name "P & O" has been familiar during their entire business careers, we extend our sincere and fervent thanks.

"It is now that words fail us, and we will merely close the chapter by wishing them and their families our best and heartiest wishes in all their present and future undertakings."

Lauson Builds Special Tractor for Road Work

Realizing the big feature for tractors for road work, The John Lauson Mfg. Co., New Holstein, Wis., have brought out a special model for this service. This machine was developed on suggestion and orders received from county and township highway commissioners in Wisconsin. A number of these road machines have been in use for some time. Calumet County, Wisconsin, has two. One of them has been in use for about two years. It proved so satisfactory on road work that the county placed an order for another this spring and contemplates using several more.

Special Drive Wheels Prevent Slippage

When grading loose dirt roads, scarifying old macadam roads or pulling a heavy load up a grade, it has been found, says the Lauson Co., that the ordinary medium weight farm tractor with standard wheels does not give the proper traction but is inclined to slip. This is especially true if a lug unsuitable for road work is used. To overcome this difficulty, heavy construction and solid cast drive wheels with a 16-inch face and special road lugs are used on the Lauson Special Road Tractor. The extra width of this wheel and proper weight gives excellent traction under any road conditions. These solid, extra heavy and substantial wheels do not dent when they strike a boulder or bump over rough roads. There are no spokes to work loose.

Drive wheels are equipped with a flat cleat, something of the type found on heavy steam engines. It is shaped so that it takes hold and gives good traction without tearing or injuring the smoothest roadbed. This lug was developed after extensive experiments were made under most severe conditions of road building.

Dust-Proof Design

Any operator knows what throwing a shovelful of sand and dust into the working parts of a tractor will do. A tractor working on road work generally works in a constant cloud of sand and dust. Unless it is absolutely dust-proof, abnormal wear occurs. Every working part on the Lauson road tractor is enclosed in absolutely dust-proof housing and

all gears run in a bath of oil. Even the cooling fan is driven with enclosed gears.

To pull an 8-ft. to 12-ft. grader on a deep cut is a steady straining load. A heavier, 4¾-in.x6-in. Lauson-Beaver engine has been provided in the Lauson road tractor, giving it the welcome surplus power, states the manufacturers. It is rated 15-30. The cooling system is controlled by a Sylphon

Thermostat which keeps the motor hot. This causes good combustion and prevents raw fuel from passing by the pistons and diluting the oil in the crank case. The valve in the thermostatic unit remains closed when the motor is starting. This permits water to circulate only through the pump, and the water jackets around the cylinders, allowing the motor to quickly reach a tem-

perature of 160 to 180 degrees, whereupon the valve opens automatically, allowing full circulation through the radiator.

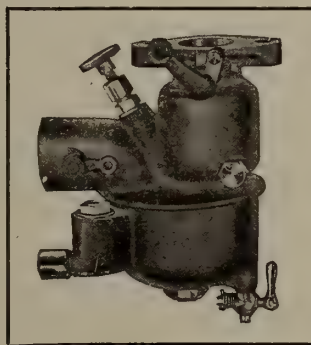
Most of the big men you ever heard of came from small towns.

Tractors—they plow deeper and plow cheaper. Do not underestimate the importance of this line. Keep your territory up to the standard.

KINGSTON CARBURETORS

Recognized Standard for Tractor Use

LAST SPRING 39,000 American farmers bought tractors equipped with Kingston carburetors. This tremendous fleet of KINGSTON equipped machines was requisitioned in a single season by men who know what tractor efficiency demands.



In other words, *four-fifths* of all tractors sold in America last year were equipped with Kingston carburetors—the kind the farmer knows, depends upon and demands. The 39,000 farmers who selected KINGSTON last spring knew what they needed in tractor carburization. They needed power, economy, flexibility. They specified KINGSTON, and got what they bargained for. Their complete satisfaction

in Kingston carburetors will be apparent in the orders of their neighbors *this* year for tractors that are likewise KINGSTON equipped.

All this means that the KINGSTON equipped tractor has a tremendous selling advantage over tractors with other and inferior carburization. The 39,000 farmers who insisted on KINGSTON last year, and the army

of Kingston users came before them, are making new converts for KINGSTON supremacy. The dealer who selects and insists upon KINGSTON equipped tractors will find his sales made for him.

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

E. & Co., Sask.—The Monitor drill is manufactured by the Moline Plow Co., Moline, Ill. Repairs for the Moline line are carried by the John Watson Manufacturing Company, Chambers St., Winnipeg.

A. J. R., Sask.—The land packer with wheels numbered P4447 and cast boxing, part P44450 is a packer manufactured by the Massey-Harris Company. For replacements address the nearest branch.

B. T. T., Sask.—No parts for the Adams road grader are carried in Winnipeg. For a new blade we advise you to write the factory. Address: J. D. Adams & Company, Indianapolis, Ind.

S. & S., Sask.—The "Thiem" motor cycle is no longer being manufactured. Repairs for this machine are carried by the American Motor Cycle Company, Chicago, Ill.

W. H. P., Man.—Monitor seed drills are part of the Moline Line. The Stewart Sheaf Loader Co., Winnipeg, are now distributors for these machines. Repairs can be had from the John Watson Manufacturing Co., Winnipeg.

C. S. H., Alta.—Bearing segments, part B128 and B129 and spool B126 are, we believe, parts of a seed drill formerly made by the David Bradley Company. The only source from which

repairs for the Bradley machines can be had is the Sears-Roebuck Co., Chicago.

G. S., Sask.—The disc plow with wheels numbered D131 is a plow manufactured by the Hapgood Plow Company, at Alton, Ill. No repairs are carried in Canada. Write the factory direct for the parts you require.

J. D. McL., Sask.—Part KK585 is for a disc harrow made by the Deere & Webber Company. For new part address: Deere & Webber Co., 800 Washington Ave. North, Minneapolis, Minn.

J. B. W., Sask.—Automobile trailers are manufactured in Canada by Carriage Factories Ltd., Toronto. For particulars address the Western office at 156 Princess St., Winnipeg. In the United States trailers are made by many firms, amongst which are: Emerson-Brantingham Implement Co., Rockford, Ill. The Warner Mfg. Co., Beloit, Wis.; The King Trailer Co., Ann Arbor, Mich.; The Miami Trailer Co., Troy, Ohio. We do not know of any manufacturer who specializes in the production of generators for windmill drive. The Westinghouse Electric & Manufacturing Co., Pittsburgh, Pa., should be able to supply generators of the type suited for this purpose.

F. L. S., Sask.—We believe that part J182 for a disc harrow is from a disc manufactured by the South Bend Chilled Plow Co., South Bend, Ind.

B. I. A., Alta.—We have no record in our lists of a disc harrow called the "Knox." Does any reader know of such a make? It may be possible that the customer has misnamed the harrow, and that it is a "Noxon" as made by the Noxon Co., Ltd., Ingersoll, Ont.

C. H., Sask.—The Fairmont engine for railway hand car use is made by the Fairmont Gas Engine and Railway Motor Car Co. at Fairmont, Minn.

R. D. L., Man.—Repairs for the Austin reversible road grader can be had from the manufacturers, the Austin-Western Road Machinery Co., Chicago, Ill.

C. F. P., Man.—Disc harrow with boxing No. A3 is made by the Ohio Cultivator Co., Bellevue, Ohio. No repairs are carried in Canada. Write factory direct.

H. A., Sask.—Pipe standard 468, clamp 1119 and clamp 1118 are parts of a Kingman lever harrow. This line is no longer being manufactured. Parts are carried by the Martin & Kennedy Co., Kansas City, Mo.

E. M. Co., Man.—Harrow with spool numbered H65 is a disc made by the La Crosse Plow Co., La Crosse, Wis. Write the factory direct for parts.

A. D., Man.—A new axle for a Havana farm truck can be had from the manufacturers, the Havana Metal Wheel Co., Havana, Illinois.

S. L. Co., Man.—Clevis plate 380R is from a walking plow made by the Janesville Machine Co., Janesville, Wis. For replacement write the John Watson Manfg. Co., Winnipeg.

L. D. C., Man.—Grinder with top frame marked V4A and spur wheel V5A is a "Victor" feed mill made by the Bauer Bros., Co., Springfield, Ill. Write direct for parts required.

P. P. Co., Sask.—No repairs are carried in Canada for the No. 12 Star windmill. For new pitman and gears write the manufacturers, Flint & Walling Manfg. Co., Kendallville, Ind.

J. C. R., Alta.—New gears for gear driven pump jack operated by an "Elliott" engine can only be had from the makers. Address, the Kansas City Engine Works, Kansas City, Mo.

A. C., Sask.—Part W358 is for a gang plow made by the Emerson-Brantingham Implement Co., Rockford, Ill. You can procure new parts through the Regina branch of the company.

B. E. F., Sask.—The Carpenter wing carrier for thresher feeder is handled by the Fosston-Carpenter Co., Merriam Park, St. Paul, Minn. Write them for requirements.

A. E. M., Man.—Grinder burr E-6

is for a machine made by the Stover Manufacturing & Engine Co., Freeport, Ill.

G. E. H., Man.—Part 3304 is for a disc harrow manufactured by the J. I. Case Plow Works, Racine, Wis. Address the Minneapolis branch of the company for new part.

E. B., Sask.—Elevators for loading and elevating potatoes are made by the Sandwich Mfg. Co., Sandwich, Ill., and the Deere & Webber Co., Minneapolis, Minn.

S. H. Co., Man.—Casting V75 for a gang plow is from a plow made by the Oliver Chilled Plow Works, South Bend, Ind. Write factory for part. Parts X29 and X95 are for a disc harrow made by the B. F. Avery & Sons Co., Louisville, Ky.

H. E. S., Sask.—Axle box for drill, numbered ND253 is for a Tiger Drill made by the Tiger Drill Mfg. Co., Beaver Dam, Wis. Address them direct for parts.

E. P. J., Sask.—B159 and B160 are ball bearing boxes for a disc harrow made by the International Harvester Company. Address the Regina branch for parts.

Waste in Threshing

Great efforts were made last year by the U. S. Food Administration to prevent waste in threshing. It was discovered, as an example, that the average avoidable waste by every machine operating in Minnesota was something like five bushels of wheat a day, worth approximately \$10, and nine bushels of oats worth nearly \$5.50. Some machines were found to be wasting as much as 50 bushels a day.

WHY NOT TAKE ADVANTAGE OF OUR SERVICE?

Covering the Tractor Truck, Implement and Farm Equipment Industries

CANADIAN FARM IMPLEMENTS

Published Monthly Subscription \$1.00 a Year. Are you a Subscriber?

Western Canada's Only Implement and Tractor Trade Journal

Manufacturers and Distributors

We are the most valuable advertising medium serving the implement, tractor and farm equipment dealers in the largest agricultural territory in the North American Continent—a field with an enormous potential demand for your lines. Our record is one of steady advancement. Our advertisers recognize the position, prestige and leadership we hold in Western Canadian territory. We are justly proud of the class of advertisers represented in our pages. As a profitable medium we offer you an unequalled opportunity. Our aim is to serve you, to help increase your demand. We invite your enquiry. Add our name to your list of advertising mediums.

Rates and Information upon Request

Implement Dealers

In your business it is vitally essential that you keep in contact with every side of the tractor-implement trade—industrial, Commercial and technical. Our Information Bureau offers you invaluable Free Service in locating repairs and special lines. Use this section; it is for your assistance. Editorially we give news of the trade when it is news. Did you get a copy of our Tractor Directory? If not, write.

The renewal of many subscriptions falls due within the next two months. Are you prepaid? We do not want you to miss an issue of the only journal published solely in the interests of the dealers in the Canadian West. The subscription price is only One Dollar.

Don't Let Your Subscription Expire

Canadian Farm Implements, 812 Confederation Life Building, Winnipeg, Man.

This Very Significant Letter Was Written Just Across The United States Border. It Points Its Own Moral To The Canadian Dealer

Breckenridge, Minn., March 25, 1919.

Mr. Alex Legge, General Manager,
International Harvester Company,
Chicago, Illinois.

Dear Mr. Legge:

The following may interest you. Frequently this winter I have overheard farmers remark how high cattle, hogs, and International Harvester implements sold at farm sales as compared with other stuff. Out at Buffalo, N.D., a few days ago, I ate supper with Sheriff Ross of Cass County. He has the largest farm auction business in southwestern North Dakota and had cried a sale that day.

I asked him about it and he confirmed it very strongly. He said that afternoon he sold an _____ binder that had run two seasons, for \$7.50, and a McCormick that had run seven or eight years for \$135.00. The day before he sold a new _____ for \$65.00, a three-year-old McCormick for \$175.00, and a four-year-old Deering for \$165.00, all at the same sale. He said also that this sort of discrimination applies to seeders and other implements as well as to binders and mowers.

Yours truly,
A. E. CHAMBERLAIN.

LET this letter serve you as a forceful reminder that the Binder and Twine sales season is just ahead---and that Deering and McCormick remain the ever-reliable lines. Get into communication with the nearest branch house now.

International Harvester Company of Canada, Limited

BRANCH HOUSES:

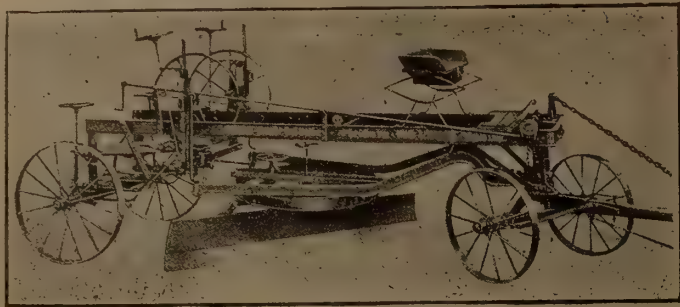
West—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; N. Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



View of Hamilton Works, where Deering and McCormick Improved Binders and Haying Machines are made—the largest Manufacturing Plant of its kind in Canada

**Dealers: Better Roads in Your District
Means Bigger Business For You**



Good roads increase farm values, make your customers richer and allow them to come to town oftener for required equipment and supplies. Good roads are a necessity in every community. Meet the demand in your territory for road-making machinery by handling our lines. You will profit now—and in the future, by increased business. We sell a complete line of

ROAD MAKING MACHINERY

Ask For Literature and Prices On Our

**BUCYRUS SHOVELS WHEEL AND DRAG SCRAPERS
ELEVATING GRADERS AND WAGONS
ROAD ROLLERS, PLOWS, LEVELLERS AND GRADERS
SPRINKLERS, SPRAYERS AND FLUSHERS
CONCRETE MIXERS AND STONE CRUSHERS**

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

**DOMINION EQUIPMENT and SUPPLY
COMPANY, LIMITED**

1001 McARTHUR BLDG. WINNIPEG, MAN.

BULL DOG WILD OAT SEPARATORS AND BARLEY CLEANERS—YOUR OPPORTUNITY



**OUR NEW MODEL D: 12-Roll Machine Capacity 75 Bus. Per Hour
Made to Separate Wild Oats from Barley—and DOES IT.**

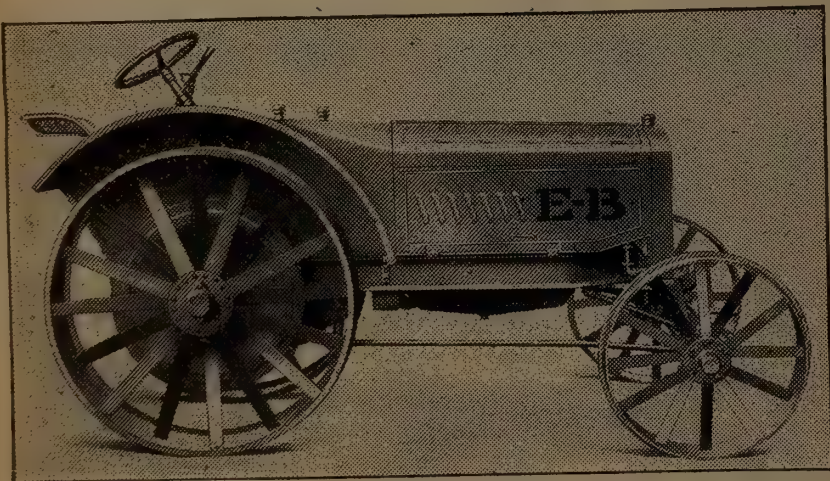
Made in three sizes—3, 6 and 12-Roll. Not a fanning mill, but a special machine designed to take wild oats out of tame oats, wheat and barley. Note the design. The grain passes down revolving, corrugated rolls, tumbling on end, and allowing the wild oats (thin berries) to go through the perforations, leaving choice grain for seed. Also a perfect grader of tame oats. Sold with or without power attachments and baggers. Dealers: Order your stock for fall trade NOW. Meet the demand and make a nice profit on every machine you sell.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET :: WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to
R. W. DOW, Box 1406, Calgary, Alberta



E-B 12-20 KEROSENE TRACTORS

S.A.E. Rating—Actually Give 15-25 H.P.

The E-B 12-20 is S.A.E. rating—that is only 80 per cent the actual power it develops. Your customers buy 12-20 h.p. but get 15-25. Four-cyl. motor, 4 3/4 x 5. K.W. high tension ignition, with impulse starter. Bennett carburetor. Modine radiator. Pump and splash lubrication. E-B. exclusive transmission, on Hyatt roller bearings, is perfectly enclosed. All gears, including final drive, are absolutely dust and dirt proof. Auto type control; easily handled. Built and finished to give strength and service. Weight 4,600 pounds. Send for descriptive literature.

Easy to Sell—and Stays Sold

Dealers! Secure Your Territory. Write at Once

T-A STIFF TOOTH CULTIVATORS

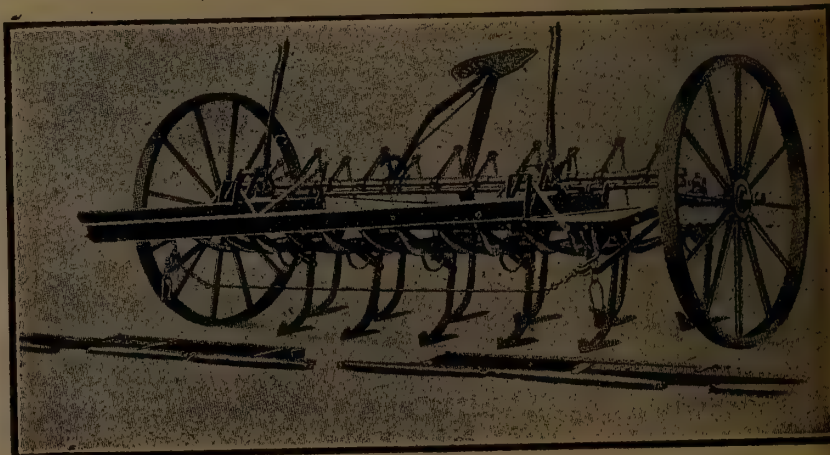
Canada's Champion Weed Killers

Built in Three Sizes: 7, 9 and 11 Teeth

For thorough cultivation and weed eradication, the Tudhope-Anderson Cultivator is the best machine sold. Heavy, strong, yet light in draft. Exceptional clearance. Stiff, sagless steel frame. Individual, adjustable pressure on each tooth. Easily operated mechanism for raising or lowering. Hard, open hearth, crucible steel points; any size points supplied as desired. A letter will bring you full particulars.

GET A SAMPLE ON YOUR FLOOR—NOW!

We Handle Disc and Moldboard Plows, Tractors, Engines, Manure Spreaders, Hay Machinery, Wagons, Trucks, etc. Ask for Literature



TUDHOPE-ANDERSON CO., LIMITED

WINNIPEG

REGINA

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CANADIAN FARM IMPLEMENTS

VOL. XV., No. 7

WINNIPEG, CANADA, JULY, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
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Head Office: Winnipeg

LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital \$5,000,000.00
Deposits Over \$127,000,000.00
Total Assets (as at Nov. 30th, 1918) Over \$153,000,000.00

THE PIONEER BANK of WESTERN CANADA

INSURANCE

OF ALL KINDS

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Employers' Liability Assce. Corp., London, Eng.
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For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Hardwood Frame Wood and Pole Saws



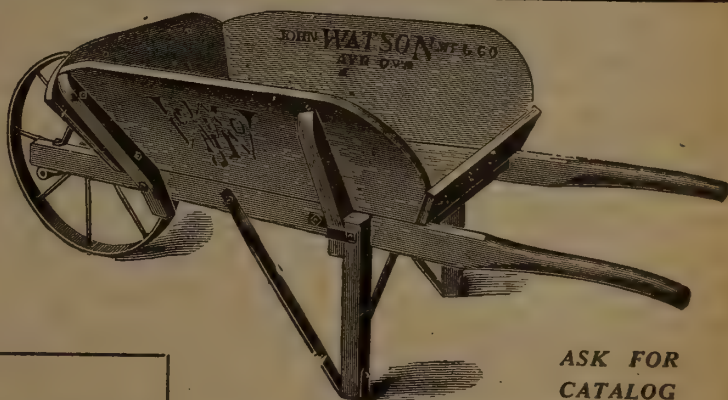
Whiffletrees
Root Pulpers
Bevel Jacks
Push Carts

Wood and Pole Saws
Boss Wood Harrows
Light Delivery Sleighs
Wood Boss Lever Harrows

Our saws have solid steel shafts and high-grade babbitted bearings. The hardwood frame is strongly built and rigidly braced. Heavy, solid balanced flywheel and three 5 x 6-inch pulleys. Weight complete, 325 lbs.

WATSON'S WHEEL BARROWS

Our general purpose wheel barrows are made of good solid materials and strongly braced. Have 20-inch steel wheels. Removable sides. Also a full line of stable barrows. Write for particulars and prices.



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John Watson Mfg. Co.

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Barrel Skids
Horse Powers
Warehouse Trucks
Grain Grinders
Pump Jacks
Viking Cream Separators
Feed Cutters (7 styles)
Harrow Carts
Farm and Bush Sleighs
Wheel Barrows
Channel Steel Harrows
Roller Crushers

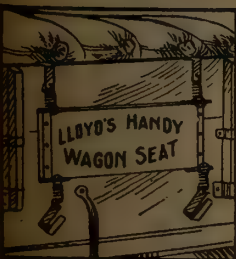
DEALERS!

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LOW-DOWN

SPIRAL SPRING

WAGON SEATS



The Wagon Loaded



Going Home

ARE IN DEMAND EVERYWHERE

There are hundreds of prospects for these seats right in your territory. A strong, light, durable seat that carries 600 lbs. with ease. Take up no box space. Fit any wagon or sleigh box. Reasonable in price. Order your wagons without seats and let us quote you prices on the Lloyds. Have a supply in stock and watch them sell themselves.

MANUFACTURED AND GUARANTEED BY THE

WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.

SELL MILLER TIRES



The choice of the discriminating motorist everywhere. For hard, enduring service and excess mileage, easily the leaders in Tiredom. They ensure increased profits for the dealer, and every Miller Tire sold means a repeat order. There's a size to suit every car in your district. Write for our sales proposition.

And Miller Accessories

Ask for our latest accessory list comprising:
Miller Repair Gums and
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Patches, Blowout Patches, Blowout Boots, Reliners, Cements, Air Bags, Repair Outfits, Retread Bands, etc. Write to-day.



MILLER TIRE COMPANY, LTD.

154 PRINCESS STREET

WINNIPEG



Your Customers Will Decide

YOU need only show our twines to your customers. Let them be the judge.

Let them compare our four brands with any others on the market.

They will buy

BRANTFORD BINDER TWINE

Because—

- 1—Our twines have the length. Our brands are 650 feet, 600 feet, 550 feet and 500 feet respectively. The length is guaranteed. Your customers know what this means.
- 2—They are of the highest quality—the firmest, strongest, most uniform twines made. They have no thick or thin places, no fuzzy, buncy knots.
- 3—They are made from the longest, cleanest fibres obtainable.
- 4—They are submitted to a special preserving treatment to make them insect-proof. They keep perfectly from year to year.
- 5—They are strictly Canadian-made goods, unprotected by any tariff.

These are the selling points of Brantford Binder Twines.

Our great national advertising campaign makes your customers acquainted with these facts

THE BRANTFORD CORDAGE CO., LIMITED
BRANTFORD, ONTARIO

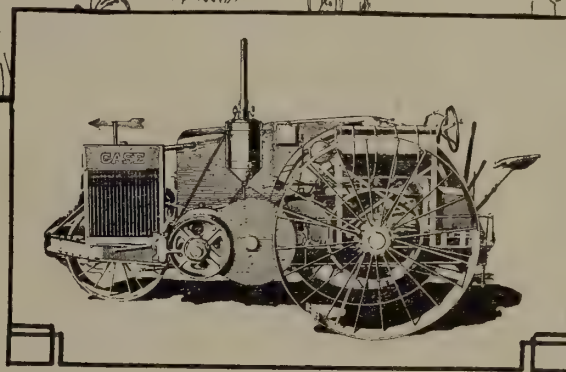
Western Branch: WINNIPEG, MAN.

CASE

KEROSENE TRACTORS

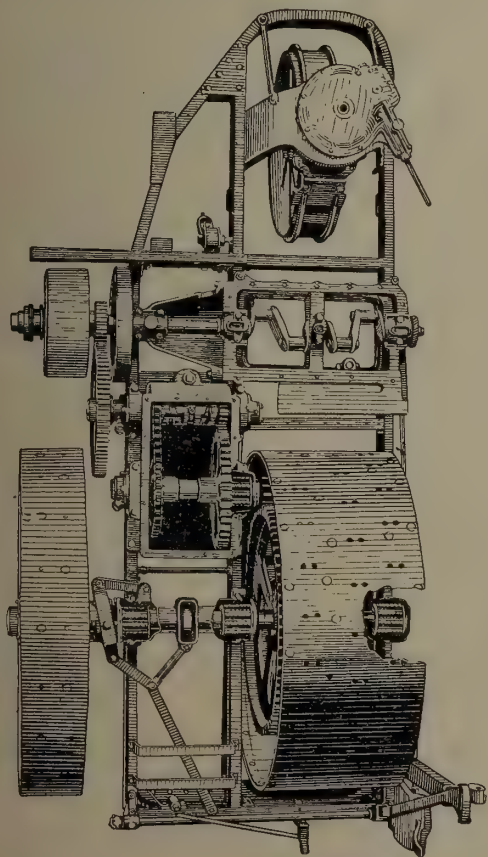


This Compact, Powerful Tractor Favored By Farmers Since 1914



The Case 10-20

A popular tractor among all farmers is the Case 10-20. Its reliability, convenience and all-round adaptability were immediately recognized. Thousands were sold. Today it is a favorite wherever tractors are used.



Chassis View of 10-20 Tractor

Many more will be purchased for plowing, threshing and other work. Our numerous Case Branch Houses and many dealers are prepared to make immediate delivery. Foresight in manufacture and distribution has made ample provision to meet this demand.

The drawbar rating of the Case 10-20 is 10 horsepower. This is equivalent to 1,650 pounds pull while travelling $2\frac{1}{4}$ miles per hour. But where unusual conditions demand it, this sturdy tractor can deliver 2,600 pounds pull at the drawbar. This fact appeals strongly to the farmer, who knows the advantages of the machine with *reserve power*.

For belt work its smooth, steady operation insures uninterrupted completion of every job. It will drive a Case 20x36 thresher with wind-stacker, feeder and grain handler.

The four cylinder valve-in-head Case motor is mounted crosswise on the main frame. This permits the use of all spur gears. The belt pulley is located on the crank-shaft for convenience in lining up to belt-driven machinery.

There are other features, such as The Case Patented Air-Washer and the Sylphon Thermostat. The Case name alone is a strong recommendation, for farmers know this famous line of power-farming machinery.

Write or wire the nearest Case Branch House or direct to our General Office for complete information. You can meet your customers' needs with this tried, well-known machine. It will bring you bigger, more completely satisfied trade.

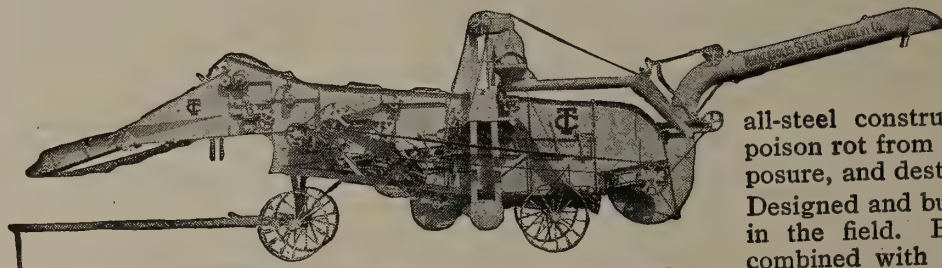
J. I. Case Threshing Machine Company, Inc.

Founded 1842

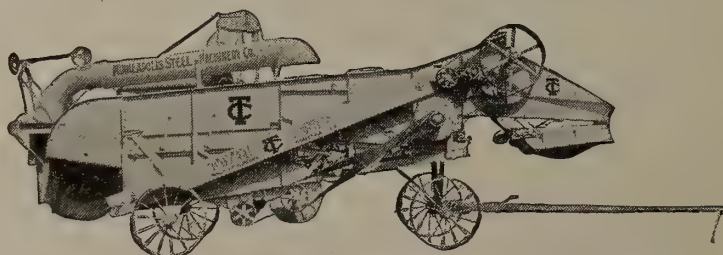
1897 Erie Street, Racine, Wisconsin, U.S.A.



The great All-Steel Thresher now added to the famous Twin City Line



Twin City All-Steel Thresher Extended—Ready for Work



Twin City All-Steel Thresher—Ready for the Road

Here is the new Twin City All Steel Thresher line—the farmer's machine for lifetime service. The all-steel construction defies the triple elements of poison rot from dust and moisture, warpage from exposure, and destruction by fire.

Designed and built from years of practical experience in the field. Because of its durable construction, combined with many features for grain saving and clean separation, we offer it as a machine that has no superior.

The unusual features of Twin City Threshers include: the largest separating area of any thresher of equal size; separate tailings cylinder (with delivery direct to grain pan) where tailings are re-threshed till all the grain is obtained; adjustable sieves that handle all grains without changing; cylinder and windstacker run on Hyatt Roller Bearings; all bearings are outside and may be oiled when the machine is in motion; simple to operate and care for; quick and easy of access.

This full line of threshers and tractors is the basis of a profitable business—write for particulars today.

Minneapolis Steel & Machinery Company of Canada, Limited

Head Office:—923 Logan Ave. W., Winnipeg, Manitoba

Branches:—Regina, Sask.; Calgary, Alta.

Factories:—Minneapolis, U.S.A.

Manufacturers of the Famous Twin City 12-20, 16-30, 25-45, 40-65 and 60-90 Tractors

TWIN CITY

BRANCHES—Denver, Colo.; Des Moines, Ia.; Fargo, N. D.;
Wichita, Kan.;

Great Falls, Mont.; Salt Lake City, Utah; Spokane, Wash.;



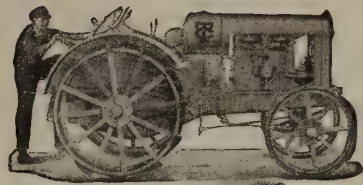
Twin City Power for any size farm

Now that the Twin City "12-20" tractor with its powerful 16-valve, 4-cylinder engine has been added to the famous Twin City tractor line, you can sell power to meet the needs of every farm in your district—from the smallest to the largest.

The chance to handle complete power farming equipment to meet the requirements of every size farm is not offered every day—especially when this equipment is backed by manufacturers with years of practical field experience, substantial financial resources, a live sales organization, and an extensive advertising campaign.

Because Twin City Tractors are built to meet the work—not to meet a price—because they are the practical, flexible, economical power units, there is satisfaction with every sale.

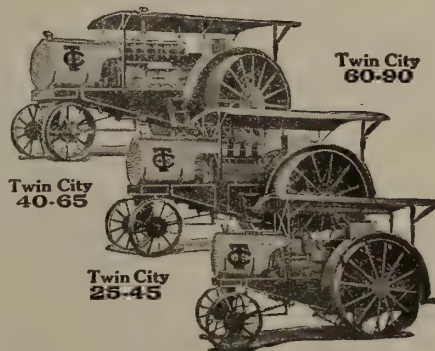
If possible, visit our factory, or the branch or distributor nearest you. Otherwise, write or wire for details of discounts, territory, etc.



Twin City 12-20



Twin City 16-30



Twin City
40-65

Twin City
25-45

Twin City
60-90

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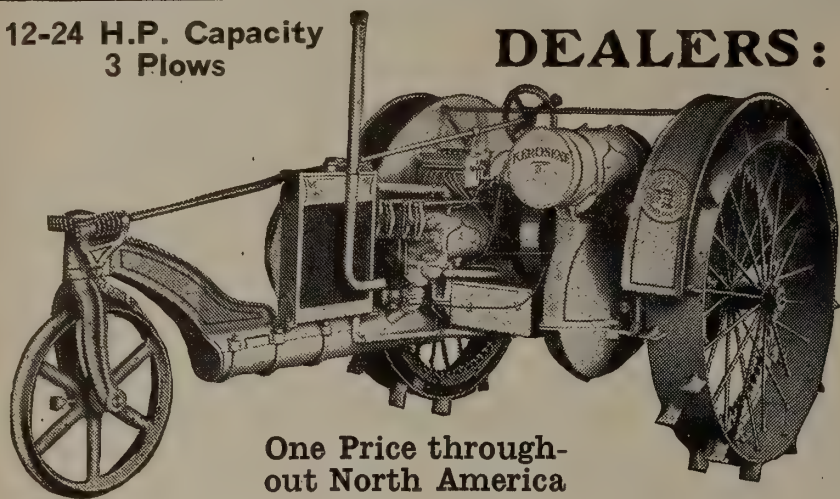
Manufacturers of the Famous Twin City 12-20, 16-30, 25-45, 40-65 and 60-90 Tractors

TWIN CITY

EXPORT OFFICE—154 Nassau St., New York City.
DISTRIBUTORS—Twin City Co. at St. Louis, Mo.; Dallas, Tex.; Houston, Tex.; San Antonio, Tex.; Amarillo, Tex.

Crowley, La.; Baskerville & Dahl, Watertown, S. D.;
Frank O. Renstrom Co., San Francisco, Calif.

12-24 H.P. Capacity
3 Plows



One Price through-
out North America

DEALERS: WE HAVE ABOLISHED The International Boundary FOR Happy Farmer Tractors

Happy Farmer Tractors are now sold to Dealers and Farmers in Canada at exactly the same price paid by Dealers and Farmers in the United States, F.O.B. Factory. The Happy Farmer has proven its leadership everywhere. You can now sell it at AMERICAN FACTORY PRICE. Are you ready to supply the demand?

Order Your Requirements Now!

Goodison Threshers Get the Business

CANADIAN MADE—RELIABLE—LIGHT RUNNING—CLEAN WORKERS

Sizes: 20x38, 24x42, 28x42, and 36x50

Goodison Threshers have behind them a record of 35 years' perfect service on the grain fields of Canada. They are Canada's premier threshers, and are known everywhere. Selling is that much easier.

Strongly built; a thresher you can sell with pride and satisfaction. Rigid, quality construction. Stand the pull of the tractor and give perfect separation of the grain. Completely equipped; double racks and balanced motion reduces vibration to a minimum. Cylinders, concaves, grates, straw decks, shoes—every part shows superior design and good finish. All adjustments are made from the outside. Hard oilers are filled from the outside. In every way the best thresher value you can sell the tractor owner. Ask us for literature and specifications—and remember we can make immediate delivery of your orders.



GASOLINE ENGINE & TRACTOR COMPANY, LTD.

104 PRINCESS STREET

WINNIPEG, MAN.

Frost & Wood Harvesting Machines Will Harvest a Mighty Big Crop of Orders for Our Dealers This Year

There is still time to hook up with this live line

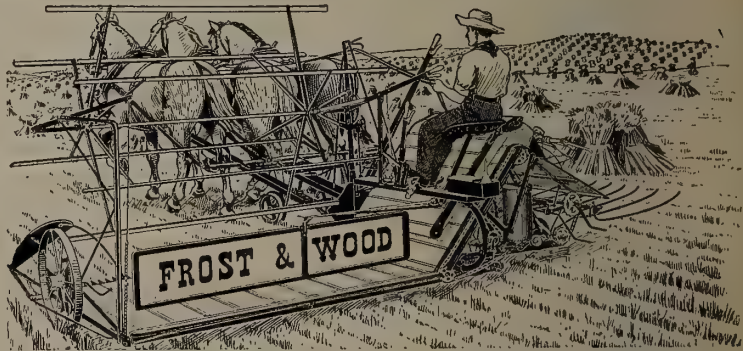


FROST & WOOD "INTERNAL DRIVE GEAR" MOWER.

Its famous "internal drive gear" gives it more strength and power, keeps it rattle-free. Sure working cutter-bar, high grade bearings, and finest materials and Canadian workmanship make it the BEST Western Mower.

Frost & Wood Rakes

Farmers say they make hay-making a pleasure. All steel construction, new design, high grade materials, F. & W. light draft are the reasons.



FROST & WOOD "SURE CUTTING" BINDER.

Ability to stand up to many years of rough Binder work—ability to cut any kind of crop RIGHT—light draft and splendid "made in Canada" design make this Binder famous.

Let us send you NOW catalogues and particulars of our COMPLETE Hay-making and Harvesting lines. You'll be interested—pleased

COCKSHUTT PLOW COMPANY LIMITED

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 7

WINNIPEG, CANADA, JULY, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10c

Engine Power as Attached to Horse-Drawn Implements

By **L. M. WARD**, *Secy. and Manager, Cushman Motor Works, Lincoln, Neb.*

Mechanical Considerations

Farm implements are not built to carry excessive extra weight. Further, if weight added were sufficient to make as much extra draft load as the engine assumed of operating load, there would be no efficiency saving. Light weight is therefore a fundamental necessity of engine design for this special work. But equally fundamental are power and capability to stand up under worst possible operating conditions. Dealers know the tendency of the farmer to endeavor to get his engine to do more than it is rated for, especially so in the rush of harvest work does he want to drive his equipment to maximum and continuous load. The engine must deliver this power from a very shaky support of light angles, etc., and while being bumped over often very rough ground and quite usually with a cloud of dust or harvest chaff quite smothering the engine. On account of the somewhat precarious mounting, extreme lightness of foundation, etc., and the tendency of farm implement bolts to shake loose, the matter of engine balance is very important.

Mounting and Drive Connections

The working out of a mounting of the engine on the implements and properly connecting the engine drive into the implement operating mechanism constitutes a most absorbing field of interest for one who likes to struggle with unusual mechanical problems. As suggested above, the construction and weight of material in the ordinary implement frame was, of course, not originally designed and is not well adapted for carrying the weight and vibration of an attached engine. This necessitates usually considerable bracing of the engine, and this bracing of the engine should be done in such a way that it will tend to brace and strengthen rather than weaken the implement frame.

This principle is illustrated in the patented Universal bracket mounting of the Cushman engine on the standard type pull binders.

The finding of a possible location on the implement for the engine mounting is often difficult, and several points must be taken into consideration. This location must be such that the added weight of the engine will not overbalance the implement nor throw undue weight on a wheel that is not sufficient to carry the load, or the possibility in some implements of throwing excessive engine weight through the tongue on to the horses. The location should, from an engineering standpoint, be such that transmission can be connected up with as little loss of power as possible, and this, of course, means that the engine shaft shall parallel the implement shaft to which the drive connection is to be made. If possible, the engine should be under the observation and control of the driver. Its position should be as favorable as possible for escaping the worst of the dirt and dust of the implement when operating in the field, and last, its attachments must be simple and easily understood.

Gear Reduction Necessary

The power jack on practically all implements has an r.p.m. of only 150. Therefore, with a fairly high speed engine, as of necessity used for implement mounting, there must be either a double speed reduction through countershaft and consequent decided increase of complications in mounting, or else the drive connection must be made to a higher speed member than the power jack shaft of the implement. On the grain pull binder this drive has without exception always been made to the pitman shaft, which operating at approximately 275 r.p.m. gives a convenient one reduction connection from engine speed. But

since the connection must be made in a way as stated above, for the farmer an easily detachable gear must be added to the implement for the engine drive.

In the case of the grain binder, and practically on every implement where the attempt is made to get a drive connection to a high speed shaft of the implement, we find that we are converting what was a driven member into a driving member. Or, to make this important point more clear, the pitman sprocket on the binder under horse-drawn conditions is driven by the pitman shaft with screw connection on the end of this shaft. We now transmit the engine power into this sprocket, making it drive the pitman shaft instead of being driven by the shaft.

Potato Digger Mounting

In contrast to the grain binder drive direct to the high speed pitman shaft, we have in the potato digger mounting an implement that has no high speed shaft. Therefore all engine mountings on this implement incorporate a countershaft reduction. Also on large machines, such as headers, push binders, corn pickers, etc., where there is more room for mounting and usually larger power engine carried, countershaft reduction is more easily accomplished and is the more usual practice. Transmission connection is usually made through sprocket and chain.

Wide Field of Operation

Possibly new applications of engine drive to implements are arising every day. As yet the biggest field is with the grain harvesting machines, which include pull binders, push binders, headers, and strippers as used in some foreign countries.

Engine drive corn machines include the corn binder and corn picker. This latter machine is not only very heavy draft for horse pulling, but we believe may truthfully be said to never have been a complete success in its own mechanical operation until equipped with engine power to give steady

It has always seemed to me a rather strange fact of mechanical history that the implement manufacturers did practically nothing towards helping the farmer out of the predicament in which their new implements placed him. Not only was it the farmer himself who began to call for attachable engine power help, but it was also the farmer who took such stationary engine power as he had on hand, and with various crude but ingenious home-made attachments pioneered the engineering field of attaching engine power to horse-drawn implements.

Many localities, from the wheat country of Canada to the rice swamps of Louisiana, claim the honor of first successfully mounting engines on binders. But the first real commercial demand came, I believe, from the rice fields about 1908-9, and from a wet harvest season in the Kansas-Nebraska wheat belt in 1909, when the fields were too muddy for bull wheel traction.

First Efforts Made

In the early days they tried two-cycle marine engines as the then only light weight type. Then the International Harvester Co. built a few special Deering rice binders, with an engine (ordinary heavy stationary type) mounted up on top of the binder, with heavy transmission, etc. These and various other early rice country efforts did not meet with commercial success. Up in the wheat country the 1909 wet harvest call for engine help brought commercial response from two separate engine manufacturers and of two distinct types. The Gilson Manufacturing Company brought out the trailer form of carrying a standard type engine behind the binder, and the Cushman Motor Works developed a special light weight engine, capable of being mounted directly on the binder frame. The latter has become practically standardized now as the accepted method, and the same general idea in mounting has been extended to practically all harvesting machines.

and sufficient high speed drive to the husking mechanism.

Potato machinery is becoming an important field for engine drive. Efficiency in production in this important industry is more and more calling for the big diggers, even with extra elevators for side conveying of potatoes into box of wagon, making a high power implement requiring the help of engine drive. Efficiency and oftentimes the actual saving of money from engine drive is well illustrated in the potato digger. With engine mounting, taking the operating load off the horses, the plow of the digger can be pulled deeper for more complete digging. The higher, steadier speed given to the shaker elevator by engine drive leaves the potatoes absolutely clean and free from dirt when dropped and rowed behind the machine.

New Implements Adapted

Various of the old line implements that are occasionally engine equipped but not so standardized might be mentioned as mowers, old time reapers used especially in the hemp fields, manure spreaders, flax pullers, etc. Practically all new invention machines in the implement line, such as cotton pickers, beet harvesters, grain shock loaders, etc., are being designed either to take an engine mounting or with the engine drive incorporated into the design.

Dealers will note that the above list of implements is confined almost entirely to the department of harvesting of crops. The possibility of the use of attachable engine power to horse drawn implements to assist in the greatest of farm labor, the tillage of the soil, is an interesting future possibility that has already been suggested and entered into by one or two beginners of practical demonstrations of new inventive ideas along that line. I believe there is possibility of developing, for certain soil conditions, and to secure certain conditions of the seed bed, greater operating efficiency through the combination of horse drawn implement with engine power than weight of the tractor to pull the usual cycle of tillage implements.

From where then can further development come? It must come from the implement manufacturers. As stated, the designing of new implements is pretty generally recognizing the value of co-operation in this matter, but the old line implement manufacturers have, it seems to us, been rather slow in co-operating towards giving the farmer this increased efficiency for his machines.

The Matter of Tractor Discounts

Western Canadian dealers who keep accurate track of their costs, generally concede that it costs between 17 and 18 per cent of the selling figure to handle goods.

In connection with the sale of tractors, these figures are usually obtained not from the tractor line only, but from a complete line of farm machinery and equipment. Such an overhead must obviously be effected by such factors as credit business, large stocks and infrequent turnovers, with some proportion of the expense devoted to cost of collection, goods returned, merchandise lost and stolen, insurance on stock carried, taxes on merchandise in stock, interest on investments and on stocks which are turned two or three times a year and a number of other factors which do not enter into the buying and selling of farm tractors as found in the average retail store in the country.

In relation to tractors, men who have handled these machines during the past two years, and have kept track of their overhead, separating their farm tractor transactions from other lines of merchandising, and knowing always "where they were at," have satisfied themselves that there is good money and a good deal of satisfaction in selling tractors.

There are, it is probable, three classes of dealers who may find that they cannot make any profit on tractors at prevailing discounts. These are as follows: Dealers who have never handled farm tractors; dealers who handled farm tractors in connection with their other business and put the transactions into one lump sum and dealers who do not know the trade and never will know just what it costs to do business and who prefer to take someone else's word for it.

To the dealers who are in doubt as to whether they can make money handling tractors, we would suggest that they try their tractor handling for a year or two as a separate business.

Secure the agency for a thoroughly dependable tractor that is popular in your section of the country. Before contracting, look into the matter of discounts and see if the tractor you want to handle offers as good a discount as another which is just as good and almost, if not quite, as much in demand as the other.

Make up your mind that you will handle tractors on the same basis that you would handle any other farm machine or automo-

bile, i.e., purchase a sample tractor, do your own canvassing, finance your own purchases, demand cash with freight added for every tractor sold, and see to it that you do your own experting and keep the tractor in order rather than call on the factory for a man or salesman to help you in canvassing, selling, experting, etc. If prepared to do this, demand the best discount the manufacturer or branch house will allow, based on this sort of service.

Separate Your Costs

Charge up to the tractor end of the business the same salary for the time given to it as you are paying for your work in the implement division. Charge to the tractor account all time spent by clerks and other employees, but do not charge any more than you charge to the implement department.

Instead of making the sale of tractors a part of the gross volume keep it separate as well as the question of selling. Do not let the tractor department overlap into the implement department and vice versa. Keep a strict record of each department for 12 months and figure it at the end of a year to see whether there is any profit in selling farm tractors or not.

Dealers in the United States have proven by following this procedure in an intelligent, business-like way, that it costs, in cases, at least five per cent less to sell tractors as it does to handle implements on a long time basis. It may be that the profit for the first year will not be as good as the dealer anticipates, but he should try another year.

The first year you spend in the tractor business you must do a great deal of missionary work. But very likely the seed you sow will take growth in the second year. At all events, twelve months is not a sufficient test of the profitability or unprofitability of any business, much less one of such magnitude and such certain growth as dealing in farm tractors.

Free service is a factor that may militate against profits in the handling of tractors. In the automobile business there is in some cases a practice of giving with the car certificates which are good for only 25 to 30 hours of free service. The modern tractor is about as mechanically perfect as the automobile, so why should the purchaser of a tractor have an unlimited amount of free service—which he would not get with a car.

The trouble with any business is that farmers will not help them-

selves so far as keeping the machine in good running order is concerned, if they know they can get a dealer to do the work for them without cost.

Many farmers are using tractors to-day who never required any experting or service from the factory. They operate and expert the tractors themselves because there is no one nearby whom they can call upon to do the work for them unless it be a mechanic who would charge them a good stiff price for the work.

When a farmer has bought a tractor direct and cannot appeal to the dealer for service, he digs in and becomes an expert in no time. This fact is very noticeable where the machine did not come through the dealer's hands. There is really no more reason why a dealer should give free time in connection with tractor service than there is for a hardware dealer to drive out five miles to see why a stove he sold will not draw properly.

U. S. Drill Manufacturers Uphold Eliminations

During the war the drill and seeder department of the U. S. National Implement and Vehicle Association arranged an elimination schedule for drills and seeders, effective until the war was over. Recently, at a meeting in Chicago, the department, with very slight modifications, resolved to continue production of those sizes scheduled for the war period. The drill and seeder manufacturers realize that war eliminations have proven the value of a reduction in sizes and type of their product.

The following is a schedule of the sizes and description of drills and seeders which U.S. manufacturers will continue to make in the future:

Plain drills: 12-6, 16-6, 20-6, 22-6, 24-6; 10-7, 11-7, 12-7, 14-7, 18-7; 8-8, 12-8.

Low-down drills: 12-7, 16-7, 20-6.

Fertilizer drills: 9-7, 10-7, 11-7, 12-7, 6-8, 8-8.

Seeders: 12, 16 and 22-bar.

Sowers: 11-ft.

Alfalfa drills: 20-4.

Broadcast fertilizer seeders: 8-ft.

Buy Tractor Lamp Plant

The T. J. Corcoran Lamp Co., Cincinnati, Ohio, has been incorporated with a capital of \$400,000 and has taken over the plant of the Corcoran-Victor Co., manufacturers of tractor lamps.

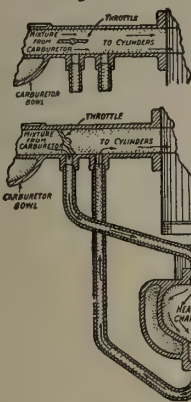


It Demonstrates in The New **HART-PARR 30**
1 WONDERFUL CONTROL
2 DEPENDABLE POWER - ANYWHERE
3 ABILITY TO GO FROM NO LOAD TO FULL LOAD WITHOUT THROTTLING
4 PERFECT BALANCE (Differential is not locked)
5 DRAW-BAR PULL NECESSARY TO DO THIS LIFTING IS 29.6 HORSE-POWER
6 FLEXIBILITY OF TRACTOR

What the Tractors Really Pull						
The Belt Horse Power Tests of 1918-1919						
NAME	Rating	Fuel	Columbus, O., 1918	Salina, Kan., 1918	Marion, O., 1918	Columbus, O., 1919
Hart-Parr	30	Ker.	31.1	31.5	31.5	37.5
Deere	14-28	Ker.	28.0	35.0	...	...
I. H. C.	15-30	Ker.	...	...	...	...
Russell	20-40	Ker.	...	...	...	33.6
Aultman-Taylor	15-30	Ker.	...	...	...	33.4
Wallis	15-25	Gas	25.0	26.9	...	31.8
Case	15-27	Ker.	...	...	...	27.6
Moline	9-18	Gas	...	26.5	21.2	28.7
Rumely	12-20	Ker.	...	...	...	25.5
Frick	12-25	Ker.	...	...	23.8	25.5
Hessian	12-24	Ker.	...	...	...	24.9
Titan	10-20	Ker.	...	...	23.5	24.1
Waterloo Boy	12-25	Ker.	24.0	...	...	21.2
Emerson	12-20	Ker.	20.0	...	19.8	24.7
Steel Mule	12-20	Ker.	...	...	21.4	21.4
Nilson	16-25	Ker.	21.4	...	...	...
Parrett	12-25	Ker.	...	...	20.8	...
Huber	12-25	Ker.	24.0	...	19.8	28.3
Lauson	15-25	Ker.	22.6	...	18.9	...
Fordson	11-22	Ker.	...	...	...	21.4
Mogul	10-20	Ker.	20.0	...	19.7	...
Sandusky	10-20	Ker.	19.5	...	...	...
Elgin	12-25	G-K	18.0	...	19.3	19.2
Cleveland	12-20	Gas	18.7	...	...	19.2
Case	10-18	Ker.	18.0	...	16.1	19.8
Shelby	9-18	Ker.	...	...	...	18.6
Bull	12-24	Ker.	18.6	...	...	...
Avery	12-25	Ker.	...	...	...	18.3
Happy Farmer	12-24	Ker.	14.2	...	18.2	...
Whitney	9-18	Gas	17.6	...	19.9	...
Heider	8-16	Ker.	16.0	...	16.6	...
Avery	8-16	Ker.	16.0	...	...	...
Port Huron	12-25	Ker.	...	...	With drew	14.4

See the Boot-Strap Test at fairs and demonstrations.

Dray Kerosene Shunt —



At full load the Dray Kerosene Shunt feeds cold fuel through the butterfly valve direct to the combustion chamber. At light load it forces the fuel down through the hot exhaust manifold, pre-heating it before it enters the combustion chamber—giving a smooth-running engine at all loads without delicate adjustment of the carburetor. This is the explanation of the economical, flexible power of the New Hart-Parr.

Specifications

Power—Pulls three plows—30 H. P. on belt.
Motor—2-cylinder twin, 4 cycle. Valve in head. 750 R. P. M.
Tractor Frame—Cast steel, one piece. No bend, no twist.
Carburetor—New Dray kerosene shunt.
Bearings—S. K. F. and Hyatt.
Speeds—Two forward; one reverse.
Transmission—Selective sliding gear.
Cooling Device—Honeycomb radiator—shaft-driven pump and fan.
Lubrication—Fresh oil, force feed.
Weight—5,158 lbs.

Proves 29.6 horsepower at rim of rear wheels

One horsepower is 33,000 pounds raised one foot in one minute. The New Hart-Parr 30 in the picture weighs 5,185 pounds, the 12 men weigh 2,215 pounds, making a total weight of 7,400 pounds.

In this demonstration the tractor is running in reverse gear at 1½ miles per hour, which is 132 feet per minute. 7,400 pounds multiplied by 132 feet per minute, and divided by 33,000 foot pounds equals 29.6 horsepower.

This unique demonstration designed by Hart-Parr Company and called the "Boot-strap test" is proof of the actual power delivered at the rims of the rear wheels. The cables pass around the rims of the rear wheels and around the front wheels and the tractor raises itself and the twelve men by its own power.

The clutch and brake action of the New Hart-Parr 30 are so perfect that the tractor moves up and down gently and steadily, stopping at any desired point. The tractor has such perfect balance that it is not necessary to lock the differential in making this test. The Dray Kerosene Shunt, an exclusive Hart-Parr invention, enables the engine to pass from no load to full load as the tractor goes up and from full load to no load as it comes down, without throttling and without misfiring.

Write for descriptive literature on the New Hart-Parr 30 today.

HART-PARR COMPANY

Founders of the Tractor Industry 951 Lawler St., Charles City, Iowa
Hart-Parr of Canada, Ltd., Winnipeg and Regina

The New HART-PARR 30

Discounts and Credit Standing

At the recent convention of the North-West Implement Association held at Seattle some discussion took place on why the dealer should discount his bills and how he can best keep his credit in good standing.

In analysing both of these points, one dealer claimed that discounts are another way of making money, but instead of making it on merchandise, it is making it on your capital.

You can borrow at the bank at eight per cent. A discount of two per cent a month is 24 per cent a year, or a difference of 16 per cent on what you buy. Taking discounts also regulates buying and thus may effect a better turnover.

Debtors are divided into three classes: 1. The man who discounts (and he gets the best the jobber is able to give); 2, the man who pays when due; and 3, the man who pays when delinquent,

or when he has to (the vast percentage of these "retire" from business). The man who gets the money to the creditor a little ahead of the discount date has the best credit standing. Another factor in a good credit standing is prompt attention to correspondence—the clean desk.

Fanning Mill Company Making Additions

The Twin City Separator Co., Winnipeg, manufacturers of fan-

ning mills, have let the contract for an addition to their factory on Quelch St. Work has been started on the addition, which will be occupied in the late fall. The new building, which will be used for assembly of their product and warehouse, is 104 x 60 feet, and is three stories high of brick construction.

Tractor Plant for Ontario

The Four Wheel Drive Auto Truck Co., of Clintonville, Wis., have secured ten acres of land on South St., Kitchener, Ont., for the erection of a Canadian plant. They have been incorporated in Canada under the title of the Four Wheel Drive Auto Co., Ltd., with a capitalization of 2,000 shares at one hundred dollars each. Incorporators are: H. J. Sims, W. T. Barrie, W. G. Cleghorn, S. J. Williams, H. Nyberg and E. C. Kabel. It is expected when the plant is completed that it will employ about 250 men.

Massey-Harris to Open Branch in Minneapolis

The Massey-Harris Harvester Co. has opened a local branch house, with office and storage facilities in the Security Warehouse, 330 North First Street, Minneapolis, according to a report. The branch will handle the complete Massey-Harris line, including the Johnston harvesters. The goods have been handled by jobbers in the past and are well known to the trade in the North-western States.

Interesting Dealers' Convention

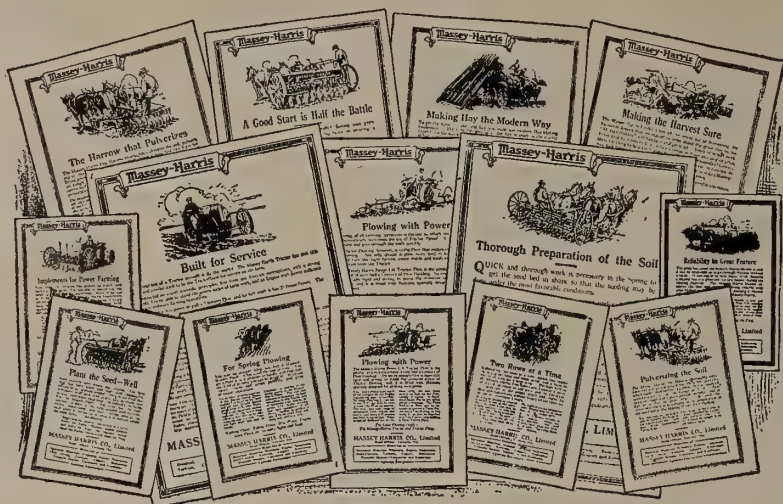
The Watson Automobile Co., Sioux City, Iowa, distributors in their territory for the New Hart-Parr tractors, held an interesting dealers' convention, June 17 and 18. They had five aeroplanes in attendance and dealers were given trips in the clouds. A plot of ground was rented outside the city and Hart-Parr tractors were shown plowing, operating threshers and doing various other jobs.

Series of talks were given in methods of demonstrating tractors and on the value of competitive demonstrations to the dealer. The convention closed with a dinner and theatre party.

Name of Tractor Changed

The farm tractor which has been manufactured by the Wichita Tractor Co., Wichita, Kans., under the trade name of "Wichita," will be in the future marketed under the name of the "Mid-West."

Massey-Harris



Ads. That Help the Implement Dealer

THE Advertisements reproduced above are a few of a series now appearing in all of the leading Farm Papers.

Every Implement Dealer realizes how much easier it is to sell a well advertised line of implements. This is because the "Prospect's" mind has been favorably impressed by the reading of the Ads., and in fact, in many cases, the reading of the Ads. creates your "Prospect."

This Farm Paper Series, together with our Direct-by-Mail Advertising, consisting of numerous attractive folders, are a powerful factor in preparing the way for the Massey-Harris agent, and making it easy to sell Massey-Harris Implements.

No need to explain who Massey-Harris is, and what the name stands for. It is known to all farmers, and stands for the best in Farm Implements, and has done so for generations.

Applications for representation in vacant territories should be addressed to the Manager of the Branch nearest you.

HIGH QUALITY IMPLEMENTS—WELL ADVERTISED

MASSEY-HARRIS CO., LIMITED

Head Offices: Toronto, Ont.

Branches at

Montreal Moncton Winnipeg Regina Saskatoon Swift Current
Yorkton Calgary Edmonton. Transfer Houses: Vancouver and Kamloops

Agencies Everywhere

Encourage the Farmer to Sell Cream

Butter-fat when fed to the scrub calf or common pig returns to the farmer approximately three to five cents per pound. When sold in form of butter or cream it is worth 40 to 75 cents per pound. Many farmers believe butter-fat is fattening, and think there is no food value in the skim-milk. Butter-fat is an oil and furnishes heat and energy. Pound for pound, it has two and one fourth times more heat and energy than a carbohydrate or a protein. It is a conditioner and has an element which promotes cell growth. It is this element which makes it so valuable as human food, says De Laval Monthly.

The farmer who permits his calves to nurse the cows and who wastes butter-fat in the milk which he feeds his pigs is not obtaining as much money for his butter-fat as he could obtain, and naturally does not become enthused in growing better cattle. Butter-fat at 50 cents per pound is \$1,000 per ton, and every pound of butter-fat is needed as human food. Who would think of going to the grocery and paying that price for butter to feed his calves or pigs? Still many farmers owning one to five cows feed butter-fat to their stock and never give the price of that sort of feed any consideration. The implement and hardware dealers, bankers, merchants and agricultural leaders could render a valuable service to their community if they would advise or help the farmer obtain literature on such subjects. They could encourage the one to five cow farmer in selling cream, feeding skim-milk and conserving animal fertilizer. The more money the farmer receives for his produce, the more money he will have to purchase better implements with which to work, to provide more comforts for the wife and home, and he will be able to give his children a better education.

Remarkable Expansion of Union Bank

The announcement of J. S. Hiam, superintendent of branches of the Union Bank of Canada, that the bank's system has been brought up to a total of 360 branches throughout Canada, suggests a remarkable post-war expansion. The Union Bank of Canada has been particularly aggressive in the development of its branch system; since the commencement of the year more than 50 new offices having been opened

in Canada alone. In the East an important link has been formed in the maritime provinces with the opening of several new branches.

The extension has included the re-opening of many offices in the West which were closed for the war period and, as well, the establishment at many absolutely new points, in an effort to lend the

Union Bank's fullest possible co-operation in the upbuilding of the country in the new era of reconstruction. The Union Bank now has 246 branches in the West, which is significant of the determination of the pioneer bank of Western Canada to hold a foremost position in Western banking.

Apart from the establishment

of these new Canadian branches, the Union Bank's alliance with the National Park Bank in New York City in the formation of the Park-Union Foreign Banking Corporation is making for important connections abroad.

Instead of quitting the farm and going into business, as they say, some farmers go into decline.



The Sign of Satisfaction

FARMERS Wherever you see this sign on a farmer's barn or gate, there you will find a satisfied user, a user who is proud of his cream separator. He knows he has the best separator and he is a booster for the De Laval and for the agent who sold it to him.

There are hundreds of thousands of these signs telling their story of pride of ownership, and every one is a permanent and lasting testimonial of satisfactory service.

DEALERS The only profitable customer is a satisfied customer, and the surest way to insure customer satisfaction is to sell the De Laval. It's the best known and most widely used separator. Its the easiest to sell and the easiest to get settlement for.

You'll never have to make excuses if you sell the De Laval. It makes good every time, and will make friends for you and your store.

Now is the time to see about the De Laval Contract. Perhaps we need an agency in your town. If you think we do, send your application to our nearest office.

The De Laval Company, Limited

Largest Manufacturers of Dairy Supplies in Canada

Winnipeg

Vancouver

Montreal

Peterboro

Increase Required on Repair Margins

BY A SASKATCHEWAN DEALER

At the present time there is a resumption of interest in the matter of a general increase in the margin allowed on repair parts. My experience in repair business has, I feel sure, been that of hundreds of other dealers in Western Canada who keep accurate track of their overhead and selling expenses.

22 Per Cent to Handle

I may say, without any preamble, that I have proven very conclusively that in a year's business it cost me over 22 per cent to handle repairs without having made any allowance for carrying over stock on hand until the next season, and when that cost is considered there is nothing left out of 25 per cent, and then some.

Our Saskatchewan Government has so arranged our programme for us that the dealer is between the devil and the deep sea. The wholesalers list a fair (?) selling price of each part with the Government, which in most cases is so ridiculously low that almost every dealer in the province breaks the law every business day of his life by adding to the price enough to keep him on the safe side, otherwise he would

have to go out of business at a very early date.

The wholesaler tells us that he cannot allow us any larger margins. Of course, he has to make a sufficient profit to satisfy the home office. He also tells us that the price listed with the Government is as high as the farmer should pay, and some of our grain grower friends (who never pay their bills, the men who do pay them never kick) are on the lookout to catch the hated middleman if he tries to break even on the repair game. The whole aggregation are bent on keeping the implement dealer not only humble but impoverished. As things are the repair business is generally a loss, not an asset, to the retail dealer.

Hard Work—Lots of Worry

In all my experience in the repair end of the game I have found that it was a splendid thing for supplying hard work and lots of worry for the man who tried to do his work well and carry a satisfactory repair stock. Of course, the reputation for carrying a good stock of repairs brings a certain amount of business, but even that is being offset by the fact that

there are dozens of "curbstone" agents — you cannot call them dealers, because they have nothing at stake and carry no repairs at all—make a business of butting in and catching a few sales at cut prices and informing the buyer that the dealer in the next town has always got a good stock of repairs.

This kind of business obtains all over the country and as the wholesalers are looking for outlets for their goods, most of them demanding an exclusive contract, they are simply encouraging that class of agent and lowering the standard of the real retail implement trade. The great majority of the implement dealers are handling implements as a side line, and were it not for that fact most of the dealers would have to go out of business as conditions are at the present day, and that in a very short time.

Milking Machine on Canadian Market

The Perfection Manufacturing Company, Vankleek Hill, Ontario, has started the manufacture of a milking machine to be known as the Perfection Milking Machine. Jas. A. Smart, of Montreal, is the president, Jos. B. Taylor, Vankleek Hill, the secretary, and James Taylor, Vankleek Hill, general manager. The head office of the company is in Montreal and the factory in Vankleek Hill. The Perfection Milker has been on the market in the United States for several years and is manufactured in U.S. territory by the Perfection Manufacturing Co., Hennepin Ave., Minneapolis.

New Incorporations

The Filer-Smith Machinery Co. has been incorporated, with headquarters at 703 Confederation Life Bldg., Winnipeg. The chief promoters are Frank E. Filer and Russell D. Smith. The company is authorized to manufacture and deal in machinery of all kinds. Capital is \$10,000.

Anger & Montgomery have received letters patent to carry on a business as dealers in farm machinery, tractors, automobiles and automobile accessories, carriages, etc. The company is capitalized at \$10,000, headquarters being in Carman. W. J. Anger and Charles Montgomery are principal stock holders.

The Lount Engineering Co., with a capital stock of \$60,000, has been incorporated at Winnipeg for the purpose of taking over from Chas. T. Lount, B.A. Sc., his plans and specifications for a caterpillar tread dragline excavator. The company are authorized to do contracting work and also to manufacture machinery.

A. G. E. Hammarstrand & Co. is the name of an importing concern recently registered in Winnipeg. The company will import cream separators and dairy supplies of all kinds.

The Lambert Stooker Co., Ltd., has been incorporated in Winnipeg with a capital stock of \$100,000. The chief promoters are J. K. Lambert and John Muxlow. The company, formed to manufacture a stooking device, purchases the business of the Lambert Stooker Association.

GRAY TRACTOR

THE Gray Tractor has fully demonstrated to many farmers of Western Canada the real value and usefulness of the Gray Tractor features—the Wide Drive Drum and the side-hitch. These features readily recommend themselves, but at the Portage la Prairie Fair the Gray led all other machines by a wide margin, proving the Gray Tractor beats them all.

These are some reasons why YOU should handle the Gray Tractor.

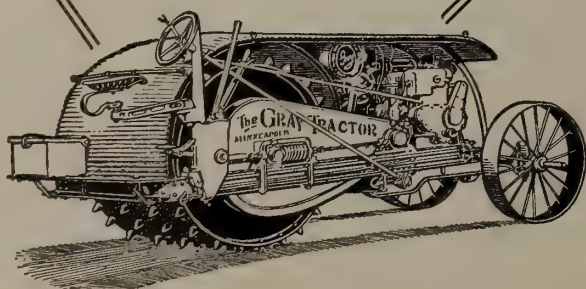
The Gray Tractor is constructed so that flexibility and strength are quite evident, equipped with four-cylinder Waukesha motor, has 18 h.p. at drawbar and 35 h.p. at belt; 54-inch

driving drum. All working parts enclosed and running in oil bath; no bevel gears, no differential.

Our illustrated catalogue shows in full detail the entire construction of our machine. Our agency offer is attractive. Write us for full particulars.

Gray Tractor Co. of Canada, Ltd.

307-309 Electric Railway Chambers
WINNIPEG, MAN.



JUMBO GASOLINE ENGINES

1½, 2½, 4½ and 6 H.P.



Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. You can't sell a better engine.

"LITTLE JUMBO" FEED MILLS

Efficient, durable, strong. All steel construction. Wide range capacity—from 10 to 30 bus. per hour. Any engine from 1½ to 4 h.p. will operate them. Two sets of 6-inch burrs supplied with every machine. Fine adjustment for work. Write the nearest branch house for particulars.

Manufactured by **Nelson Brothers Company**
SAGINAW, MICH., U.S.A.

Western Canadian Jobbers

Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY

Listen to Mr. Lauder!

Many interesting letters from dealers come to the desk of our Sales Manager, Mr. Burdette. Here is one from a North American dealer, George P. Lauder, of Elphinstone, Minnesota, who formerly handled the Sharples line. There is a lot of food for thought for dealers in Mr. Lauder's brief but pointed letter.

"Your letter of the 19th received, and I regret that I am unable to secure the agency for the Sharples this season. I have been out of business for the last two years and am only now opening up in the machine line alone, and would very much like to get your agency this year.

"I am handling the and makes of separators at present, but find them slow sellers, as the price is high and I do not like them as well as the Sharples, which I handled for about ten years or so. I have sold four separators, so far, and think if I had the Sharples next spring I would sell a dozen at least.

"Kindly let me know if there is any chance of getting back the Sharples contract at any time."

We hope the above will catch the eye of the dealers who are still handicapping themselves by handling makes of separators that do not represent the modern principle in separator construction—separators that are slow sellers—separators that cannot possibly give the dairyman efficient service.

As Mr. Lauder's letter indicates, the Sharples contract is not being hawked around and is not handed out to every dealer just when he wants it. If you are a progressive dealer, in a good territory, and that territory is open on Sharples we will be glad to acquaint you with the many advantages of the Sharples contract.

Address nearest office.

THE SHARPLES SEPARATOR CO. TORONTO, ONTARIO
REGINA, SASK.

THE LOUNSBURY CO.
NEWCASTLE - - N.B.

Distributors through all their Branches.
"Over 2,425,000 Sharples Separators in daily use"

J. CLARK & SON,
FREDERICTON - - N.B.

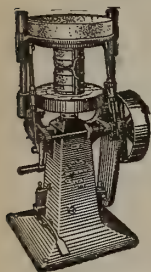
The "Cletrac" Hitch

The Cleveland Tractor Co., Cleveland, Ohio, has developed a new hitch which, they state, gives proper draft at all times with the Cleveland tractor.

The "Cletrac" hitch is applicable to any plow. The plows may be coupled as far to the side as may be desired without distortion of the line of tractive effort. It is claimed that with the new "Cletrac" hitch, fully 20 per cent of the power otherwise required is saved and the plowing is done

easier and better. The "Cletrac" hitch is an exclusive patented feature.

Of the hitch the Cleveland company says: "Our engineers devoted much study to the problem of evolving the 'Cletrac' hitch. A plow to do the work should run true, parallel to the preceding furrow wall. The hitch must be on the centre line of draft of the plow. Hitching to one side or the other of the line of draft will cause side draft. This sets up stresses which are frequently great enough to do permanent injury to plows or their frames.



LONDON CEMENT DRAIN TILE MACHINE

Makes all sizes from 3 to 12 inches. Price \$300.00. Cement Drain Tile are here to stay. There are large profits in the business. If interested send for catalogue No. 2.

Agents Wanted in all Unoccupied Territory.
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO
World's Largest Manufacturers of Concrete Machinery.

Retail Associations Elect Officers

In their annual convention at Regina the Saskatchewan branch of the Retail Merchants' Association of Canada, Inc., elected the following officials: Honorary president, H. D. MacPherson, Regina; president, S. D. McMicken,

Moose Jaw; 1st vice-president, W. B. Ball, Assiniboia; 2nd vice-president, J. C. Nichol, Radisson; treasurer, S. E. Fawcett, Saskatoon; honorary secretary, J. W. Cresswell, Regina; secretary, F. E. Raymond, Saskatoon.

The officers elected by the Alberta branch of the association which met at Medicine Hat are: President, T. A. Gaetz, Red Deer; first vice-president, A. E. LePage, Medicine Hat; second vice-president, J. H. Beart, Edmonton; hon. secretary, J. W. Borden, Lethbridge; treasurer, N. J. McDermid, Calgary.

Good Tractor Display for the National

As regards the Canadian National Exhibition to be held in Toronto this fall, the entries already made indicate that the exhibit of farm tractors, tractor drawn and tractor driven tools at the 1919 exhibition will far exceed in number and style of anything in the past. The showing of farm implements will be complete and will be reminiscent of the days when the Toronto show had the best display of farming implements of any exhibition in North America.

The combined efforts of the Canadian implement manufacturers last year will be much better this year.

Manufacturers of farm machinery are realizing that they cannot afford to stay away from an audience of a million people which the Canadian National Exhibition offers.

New Type of La Crosse Tractor

The La Crosse Tractor Co. of La Crosse, Wis., manufacturers of the "Happy Farmer" tractor, announce the "birth" of their new "Baby" Model M, Happy Farmer. The little fellow is 6-12 H.P. and uses kerosene. It is an all-purpose, one-man type, and will be in operation at the National Tractor Demonstration to be held at Wichita, Kan., the week of July 14.

Turner Tractors for Foreign Fields

The Turner Mfg. Co., Port Washington, announce a shipment of several carloads of tractors to New York for reshipment from there to India and Cuba. These machines are the initial shipment of an order placed by the Federal Export Corp. of New York, a very large export house who has contracted for tractors to be shipped to a number of foreign countries.

The Federal Export Corp. has been negotiating with the Turner Mfg. Co. for over a year before choosing the Turner Simplicity tractor in preference to other makes. The Turner Product is handled in Western Canada by the Turner Tractor Sales Co., Winnipeg, and the Capital Motor Co., of Edmonton.

Promotion for Hart-Parr Executive

The Hart-Parr Co., Charles City, Ia., announces the promotion of L. H. Bloom to the position of assistant sales manager. Mr. Bloom has been with the company since 1914, the past year in charge of the collection department, and prior to that in field work. Before joining the Hart-Parr organization he was connected with the Advance Thresher Co. and the Advance-Rumely Thresher Co.

Present Twine Problems

The following from a United States contemporary is of interest to Canadian dealers. In that country responsibility for conditions which are driving dealers out of the twine trade lies with prison twine plants and other concerns which sell twine direct at wholesale prices or less. The article states:

From the dealers' point of view the binder twine business in some sections of the country is rapidly approaching a state of unusual demoralization, and unless something is done to restore conditions under which twine can be handled with profit by dealers, there will be serious local twine shortages and grain losses. There are a good many dealers who have sold twine for years without adequate profit; there are many who have just managed to break even. Now they are asked to shoulder a big loss on twine business, and, being men of normal minds, they have balked."

Twin City Line Enters Illinois

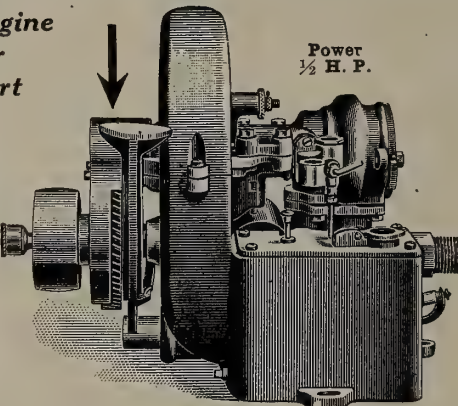
The Minneapolis Steel & Machinery Co., Minneapolis, Minn., has just opened a fully equipped sales and service branch at 923-931 South Washington Street, Peoria, Ill., under the management of Mr. Gardner. This means the invasion of Illinois territory by the line of Twin City tractors and threshers.

The company also contemplate the erection of a modern warehouse in Fargo, N.D. Plans call for a building to cost about \$100,000. In Western Canada they have branches in Winnipeg, Regina and Calgary.

EMERSON "HAFA-HORS" ENGINES

*The Quickest Selling Engine
Ever Offered the Dealer
Step on the Pedal to Start*

"Hafa-Hors" Engines are a line you can sell every farmer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water-Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions 16x14x14 ins. Always ready to run. The Automobile Starter sets it going instantly. Only show this engine—it sells itself. Ask for prices and literature. Don't delay. The biggest little engine ever sold—and the dealer's opportunity.



EMERSON WILD OAT SEPARATORS

*The only farm size machine
built that will take every kernel
of wild or tame oats out of
wheat or rye—and SAVE ALL
THE WHEAT.*



Made in Two
Sizes
3-Shoe
and
6-Shoe

Are you ready for the
Fall demand? Specify
your requirements at
once.

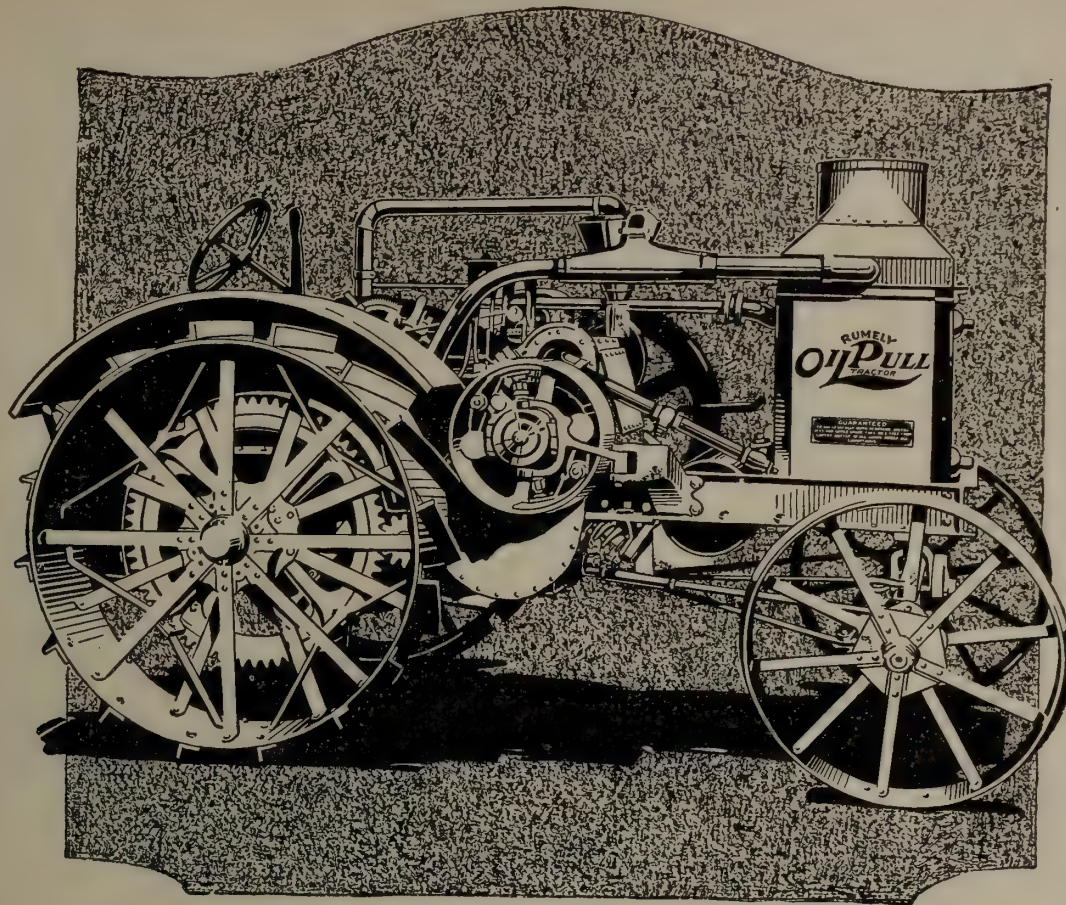
THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Emerson Separators are unequalled for efficiency. The farmer who values clean grain will have no other machine. Ask for Agency offer.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.



The
New
12-20
**RUMELY
OILPULL
TRACTOR**
LA PORTE IND.

Cheapest in Cost per Year of Service

What kind of a tractor do you want to sell—one that is cheap in price and necessarily cheaply and lightly constructed, or one whose value is measured by its years of service—one that will be sitting in a fence corner within a year or two, or one that will be serving its owner faithfully for many years, and building a reputation for itself and yourself?

Which will develop the better future business for you?

Advance-Rumely is one tractor manufacturer who insists upon putting quality first. By quality we mean rugged dependable construction, surplus power, real fuel economy and all around service. Nowhere in the tractor industry is quality better proved than by the performance of the OilPull during the 10 years it has been on the market. The first ones built are still delivering the goods.

In building the new 12-20 OilPull Advance-Rumely refused to put out a cheap, lightly constructed tractor. We know and you know that durability can't be combined with cheap light construction. And if a tractor won't "stand the gaff" nothing else about it counts for much.

The proved OilPull ruggedness and substantial construction is preserved in this small light-weight 12-20. By light-weight we mean *right* weight, the proper weight to live long lasting, year after year, dependable service.

A *written guarantee* backs the 12-20 to burn successfully all grades of kerosene under all conditions, at all loads to its full rated brake horsepower.

And it has plenty of surplus power. The 12-20 rating is based upon only 80% of its maximum power efficiency—a 20% overload capacity when you need it—a further insurance of long life.

The 12-20 is oil cooled—there's no evaporation—the radiator can't freeze—the circulating system is always open—oil preserves the metal parts. The OilPull oil cooling system keeps the OilPull motor at the right temperature at all loads—the harder the OilPull works, the cooler it runs.

The 12-20 OilPull pulls three 14-inch bottoms under ordinary conditions and a proportionate number of disc plows. It operates a 22-inch thresher fully equipped and economically handles all other power jobs, drawbar or belt.

To safeguard your customers' best interests Advance-Rumely maintains 27 branch offices and warehouses, each equipped to give immediate service in machinery, parts and expert help.

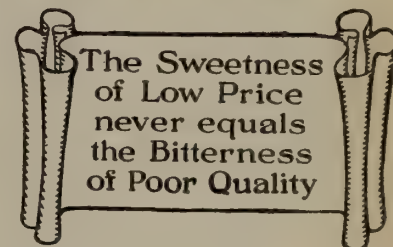
The wise farmer will buy a tractor by the year, not by the dollar. Just as the OilPull will plow an acre at lower cost than any tractor built, its cost measured in years of service makes it the cheapest tractor obtainable.

The OilPull line is complete—four sizes—a line upon which a permanent and profitable tractor business can be built. Full details upon request.

ADVANCE-RUMELY THRESHER CO., Inc.

La Porte, Indiana

27 Branch Offices and Warehouses



Fuel—Guaranteed to burn kerosene successfully under all conditions.

Cooling—Oil cooled—no evaporation—non-freezing.

Motor—Heavy duty, 2 cylinder 6 in. x 8 in.—560 R. P. M.

Crankshaft—Built to U. S. naval specifications.

Frame—Hot riveted steel members—no bends—no splices.

Transmission—Cut steel gears—enclosed and running in oil.

Bearings—Hyatt roller bearings in transmission and rear axle.

Governor—Fly ball throttling type—automatic speed regulation.

Belt Pulley—19 inch diameter—running directly off crankshaft—no intermediate gears.

Lubrication—Force feed and splash.

Speeds—Two forward—one reverse.

Drawbar—Adjustable spring drawbar.



ADVANCE-RUMELY

The U. S. National Power Farming Demonstration at Wichita

The demonstration committee of the tractor department, U. S. National Implement and Vehicle Association, has selected July 14-19 as the dates for the National Tractor Demonstration to be held at Wichita, Kansas.

Private demonstrations can be held in the forenoon daily from eight to eleven-thirty o'clock. Public demonstrations begin at 1 p.m. and end at 3 p.m. Each tractor must bear a placard showing its B.H.P., revolutions per minute of engine, the plowing speed in miles per hour and the kind of fuel used.

No exhibitor will be allowed more than one tractor of each size and type on the field during the

public demonstrations doing the same kind of work.

All plows on any given gang must be set at the same depth and kept there during the day's demonstration. This depth will be announced daily by the general manager.

In all public demonstrations the motor or tractor must not be run at more than 10 per cent above the highest speed of each as indicated in the entry.

Each exhibitor who is a member of the National Implement and Vehicle Association shall pay \$100 entry fee to participate in the National Tractor Farming Demonstration for 1919, and each non-member shall pay \$200 entry fee for the same privilege. Exhibitors of accessories and equipment will be assigned space in the

accessory tent where booths will be provided at \$75.00 each.

Former Dealer in Executive Position

We reproduce an excellent likeness of H. A. McArthur, formerly Canadian director of the Empire Cream Separator Co., with headquarters at Montreal, who has been made assistant general manager of the Empire Company at the head offices, Bloomfield, N.J. Prior to becoming Canadian manager for the company, Mr. McArthur spent a great many years in the retail implement business at Sussex, New Brunswick, with the firm of J. A. McArthur & Co., whose business he left early in 1905 to become district manager in the maritime provinces for one

of the foremost Canadian manufacturers of dairy machinery.

Mr. McArthur states that his personal experience as a local dealer has been of inestimable



H. A. McARTHUR

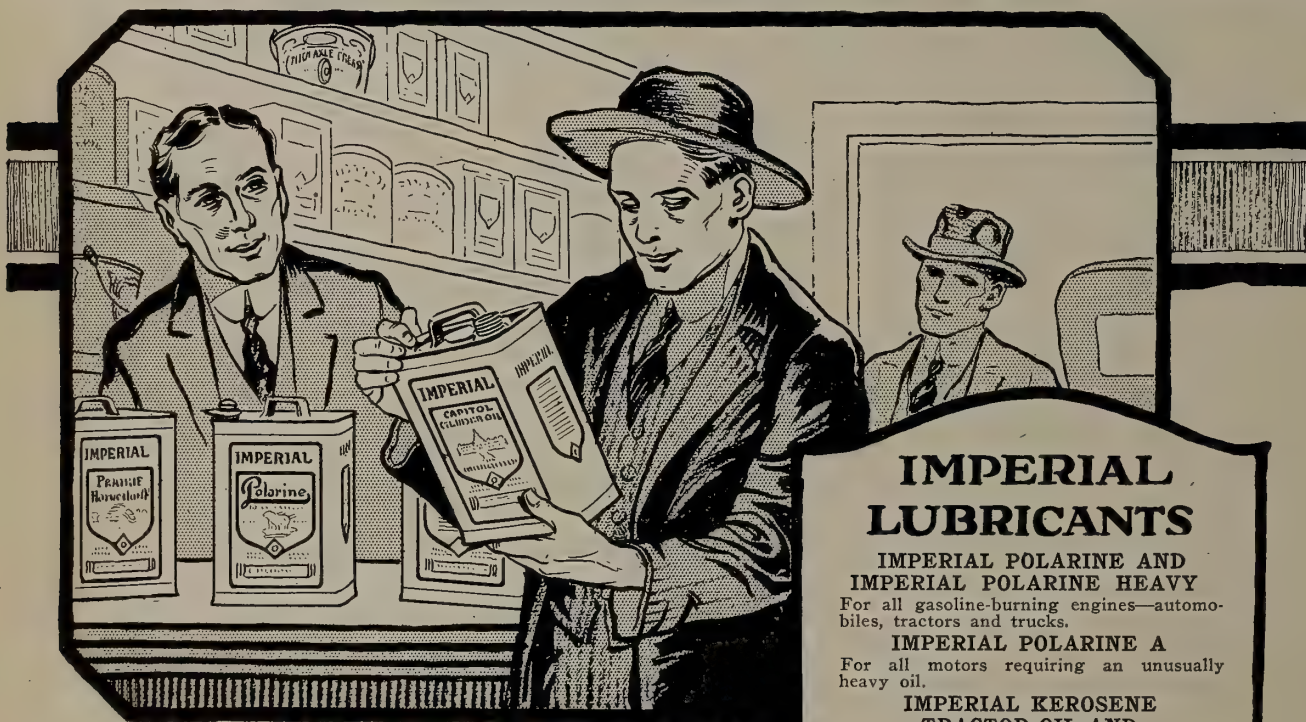
value to him in his work with the Empire Cream Separator Company, and has enabled him to appreciate the implement dealers' problems and to approach them from a practical, rather than from a theoretical standpoint. His long experience in the dairy machinery industry will without question be of great value to the home office of the Empire Company.

Deere & Co. to Build Employees' Homes

Deere & Co., Moline, Ill., have formed an organization called the Moline Home Building Syndicate through which they will build homes for Deere employees. A half dozen homes are now under construction. Last year Deere & Co. built several large apartment buildings for their employees and at least a dozen homes. The apartments are rented and the homes are sold on the easy payment plan.

Ad. Manager for Hart-Parr Company

A. W. Sawyer has been appointed advertising manager of the Hart-Parr Company, Charles City, Iowa. He was born in Michigan, but for the past fifteen years has been in the West at Spokane, Wash. For some five years Mr. Sawyer was with the "Western Farmer" of Portland and Spokane. He became so much interested in the farm tractor that, with the beginning of the new year, he decided to cast his lot with the tractor industry and joined the Hart-Parr Company.



A Customer Worth Pleasing

The farmer is a great user of lubricating oils of all kinds. Get his trade with Imperial Farm Lubricants. There's an Imperial Lubricant for every farm machine — tractors, trucks, stationary engines, threshers, binders and automobiles. Each lubricant does its work perfectly and economically because it represents Imperial quality.

Both Imperial reputation and advertising are making new users for our lubricants daily. We tell the farmer what oil to use for each machine or part of each machine. It makes every oil here described a demanded article.

It will pay you to put in a good stock of each Imperial Lubricant. Prepare yourself for every demand.

IMPERIAL LUBRICANTS

**IMPERIAL POLARINE AND
IMPERIAL POLARINE HEAVY**
For all gasoline-burning engines—automobiles, tractors and trucks.

IMPERIAL POLARINE A
For all motors requiring an unusually heavy oil.

**IMPERIAL KEROSENE
TRACTOR OIL AND
IMPERIAL KEROSENE
TRACTOR OIL
EXTRA HEAVY**
For kerosene-burning stationary engines and tractors.

**IMPERIAL PRAIRIE
HARVESTER OIL**
A heavy-bodied oil for open bearings of threshers, binders and separators.

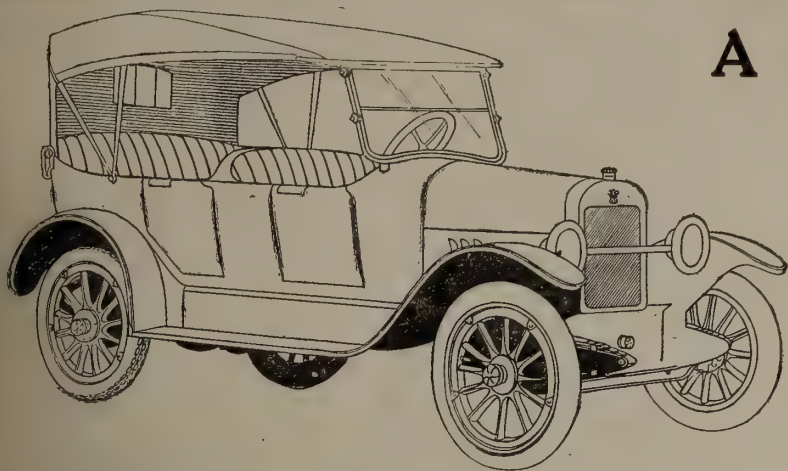
**IMPERIAL ELDORADO
CASTOR OIL**
A thick oil for worn and loose bearings.

**IMPERIAL CAPITOL
CYLINDER OIL**
For steam cylinder lubrication—tractors and stationary engines.

**IMPERIAL STANDARD
GAS ENGINE OIL**
For stationary and portable engines using either kerosene or gasoline.

**IMPERIAL THRESHER
HARD OIL**
For grease cup lubrication of bearings. A clean, solidified oil.
Imperial Farm Lubricants are for sale in ½, 1, and 4 gallon sealed cans, half barrels and barrels.

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities



A Compelling Sense of Quality

is your first impression of the car; and this impression is more than justified by Briscoe performance.

"Before you decide, take a Briscoe ride"—a bit of advice that has meant motor-car satisfaction to many thousands of owners.



A REAL OPPORTUNITY .. FOR AGENTS ..

To link up your business to such a car as this, means easy sales and lots of them. If you are contemplating the starting of a retail automobile business—if you are now representing a car that does not seem to have the confidence of the public—or if you represent a high-priced car, and wish to complete your line by the addition of a moderate-priced automobile—consider the Briscoe and write us for particulars of the Briscoe proposition to agents.

Abundant Power for Hard Pulls

It is on severe hill tests that the Briscoe proves its reserve power. Try it on a hill with a curve half-way up. It is here the average car falls down—slowed down for the curve, it refuses to pick up again for the final ascent. But note how the Briscoe takes it—that wonderful engine of the Briscoe is there with the spurt; gives you ample response to your call for more power, so that you may finish the long climb without taking the clutch out of "high."

THE CANADIAN BRISCOE MOTOR CO., LIMITED

WESTERN OFFICE: 156 PRINCESS ST., WINNIPEG

Factory: Brockville

Head Office: Toronto

MANITOBA DISTRIBUTORS: Distributors for Western Canada
CANADIAN BRISCOE MOTOR CO., LTD. WINNIPEG

JAS. F. STONE MOTOR CO.

ALBERTA DISTRIBUTORS:

CALGARY

NORRIE & FAWCETT

MEDICINE HAT

J. R. N. COOKE & CO.

EDMONTON

SASKATCHEWAN DISTRIBUTORS:

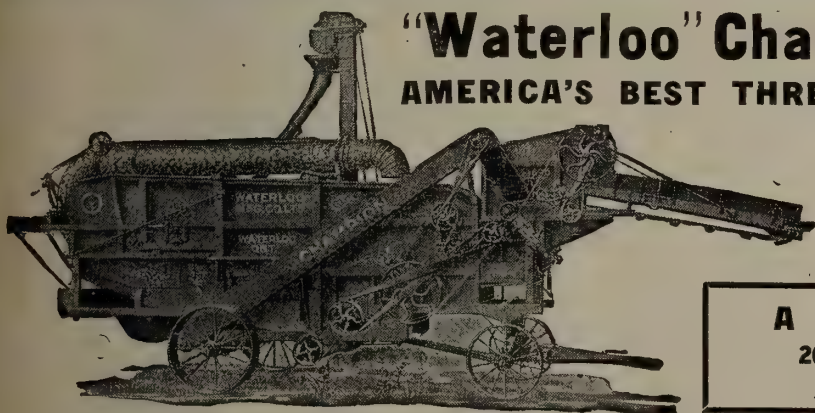
REGINA

AUTO SERVICE CO., LTD.

SASKATOON

B.C. DISTRIBUTORS:

VANCOUVER



"Waterloo" Champion Separators Assure Sales

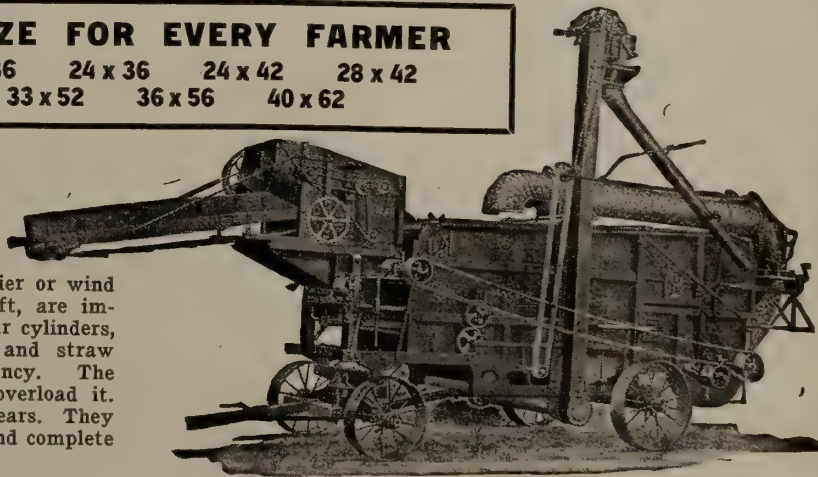
AMERICA'S BEST THRESHERS

GUARANTEED GRAIN SAVERS

Equipped complete with Wind Stacker, Feeder, Wagon Loader and Register. With the range of sizes we manufacture, you have the sale of a size separator to suit any amount of threshing. The smaller sizes are unequalled for the owners of light and medium-weight tractors. "Waterloo" Champion separators do good work, run steady, last a lifetime and are easily driven. For fast, clean threshing they are easily first. Money makers and job takers for the thresherman; grain savers for the farmer.

A SIZE FOR EVERY FARMER

20 x 36 24 x 36 24 x 42 28 x 42
33 x 52 36 x 56 40 x 62



"WATERLOO" CONSTRUCTION THE STANDARD OF QUALITY

Built for hand feed or self feed without further change, also for straw carrier or wind stacker. Our cylinders are mounted on a special, heavy, high carbon steel shaft, are immensely strong and have ample bearings. The three larger sizes have 16 double-bar cylinders, the other sizes 12 double-bar. Cylinder, concaves, grate, drum beater, grain and straw deck, chaffer and cleaning shoe—every feature is superior construction and efficiency. The Champion Shoe has immense cleaning capacity. It is practically impossible to overload it. "Waterloo" Champion Separators have led in sales and satisfaction for over 30 years. They are time-tried and proven; their reputation ensures easy sales. Ask for catalog and complete particulars.



HEIDER TRACTORS—Backed by 11 Years' Field Work

In two sizes: 12-20 and 9-16 H.P. The Heider patented friction drive gives seven speeds forward and reverse, all on one mofo speed and with one lever control for tractor or belt work. Use gasoline or kerosene without carburetor changes. Give steady, dependable power for all farm requirements. Get the Heider catalog.

The FAMOUS WATERLOO LINE comprises: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc., etc.

The Waterloo Manufacturing Company, Ltd.

REGINA

PORTAGE LA PRAIRIE

SASKATOON

Craik Strong for Community Development

A committee of ten, five members of the local Grain Growers' Association and five local business men, met in Craik, Sask., recently and discussed way and means for making that community a better place to live in.

F J. Rich, a grain grower, made some strong criticism on the price

situation. He said farmers did not favor co-operative buying if they could get the goods at the right price. In his remarks Mr. Rice said: "If Eaton's can buy right, if the Grain Growers can buy right, why can't the merchants buy right? You have an organization, the Retailers' Association. You should join that. All trades should be organized. Have you done anything through your organization

to combat high prices? It looks as if the retailers were tied hand and foot, and gagged, by the wholesalers. What is the matter that you don't use your organization? It will be an uphill fight, but what we have got to do is to co-operate." This speaker also flayed the travelling men who, he claimed, added greatly to the cost of the goods — yet produced nothing, but admitted that the local mer-

chants were not getting excessive profits.

A grocer showed how in some lines they came pretty close to M.O. prices, and that it cost the trade 15 per cent to do business. In relation to machinery lines, Geo. Matheson, a dealer, said: "Speaking of buying: every man buys from the wholesaler or the jobber. That is what the central is for the Grain Growers. About this inducement for cash. My experience is that less than ten per cent would pay cash for machinery, less than ten per cent would pay cash for repairs. The man that can or does pay cash gets a discount. On every article I sell there is a discount for cash. I cannot buy from the manufacturers for I have tried it. The wholesalers care nothing about the farmers or the communities. They are ready to fall into the arms of the mail order any time.

In relation to one kind of alleged co-operation, C. McMillan hit the nail on the head. He said: "I know places where they have killed their towns completely by co-operation. That kind of co-operation is a farce. A district without a good town is not worth having, and you have got to give and take where you have a good town. This bunch I speak of get together and send away for everything, and they have killed their town; but they have to come to town sometimes."

The Tractor Field Book

We have received the 1919 issue of the Tractor Field Book, issued by Farm Implement News, Chicago. The new edition is even better and more complete than former numbers. The book comprises over 200 pages, of which nearly 100 pages deal with specifications of tractors. A new feature, and one of considerable value to the farm machinery dealer is tabulated specifications of threshers. Specifications are also given of the various makes of mold-board tractor plows, disc tractor plows, ensilage cutters, hay balers, feed grinders and corn huskers and shellers.

Interesting articles on the setting up and adjustment of engine plows and threshers are also evidenced in this valuable publication, while binder and mower troubles and remedies are dealt with in an expert review. The Tractor Field Book is sold at the very reasonable price of 25 cents. Its reference value to the farm machinery man is great, and it is especially handy as an addition to the library of the dealer.

KINGSTON MAGNETOS

Time Tested

TRACTOR DEMONSTRATIONS are necessary, because the American farmer buys on proved performance rather than on special claims.

The thousands of farmers and dealers who attend the Wichita demonstration will be there to see what the tractors actually do. They will not be interested in assertions. They will go to the fields for facts.

In the Wichita demonstration the dependable Kingston Magneto, the pioneer and acknowledged leader in the tractor field, will be found on the tractors that function steadily, economically, powerfully. With the fat, hot, dependable Kingston spark you get all of the power from the fuel.

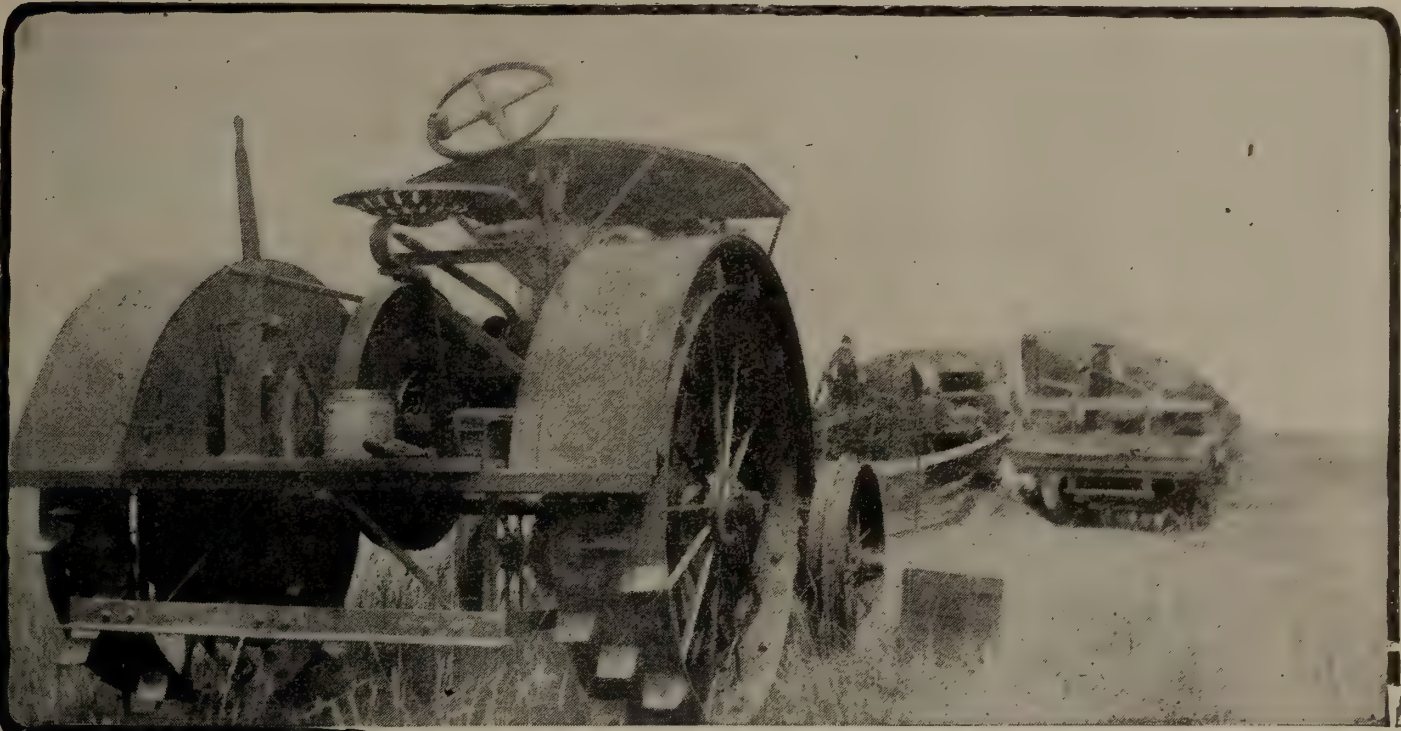
Leading tractors are Kingston equipped, and the Wichita demonstration will prove another triumph for the magneto that is built for the tractor.

The Kingston is the only magneto with a true automatic impulse starter.

SEE US AT WICHITA

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street



Wonderful Performance

"We plowed from 9 to 10 acres per day with our ALLWORK, burning only 20 gallons of kerosene. The best plowing engine we ever saw. After plowing 150 acres, harrowing, grinding, running ensilage cutter, etc., we inspected the gears and crank bearings and the wear could not be noticed at all."
HERZOG BROTHERS,
Atchison, Kan.

Power A Plenty

—and to Spare—for All Kinds of Field and Belt Work

THE powerful 4-cylinder motor (5-in. bore and 6-in. stroke) built into the ALLWORK Kerosene Tractor is really the type of engine usually furnished to pull *four* plows. We simply claim that the ALLWORK will pull *three* plows through any kind or condition of soil. This is because it is designed to give and does give a sure surplus of power for all field and belt work at all times of the year. Furthermore,

You Can Guarantee It to Burn Kerosene Successfully

—with absolutely no danger of pre-ignition. What's more, in operating an ALLWORK the farmer does not have to use water with the kerosene, which must be done if he has a tractor equipped with a high-speed engine. The cooling system is 25 per cent larger than that ordinarily used in a motor this size. This

positively prevents over-heating of engine. A quart or two of water per day is ample replenishment.

Live dealers will find the ALLWORK agency a real asset. Our greatly enlarged advertising campaign and the tried-and-true merit of the ALLWORK make sales easier for you.

Write for Dealer's Terms

Electric Wheel Company Box 327 Quincy, Illinois

Allwork

KEROSENE TRACTOR

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary Distributors for Alberta

With the Manufacturers

The Champion Spark Plug Co. of Canada will erect a plant at Windsor, Ont., to cost around \$95,000.

The Auto Specialty Mfg. Co. of Canada are erecting a new brick and concrete factory in Windsor, Ont., at a cost of \$50,000.

Stockholders of Fairbanks, Morse & Co. have voted an increase in the capital stock from \$4,500,000 to \$12,000,000.

The Maxwell Motor Car Co., Windsor, Ont., contemplate the erection of new machine shops costing nearly \$1,000,000.

The Canadian office of the Buckeye Tractor Ditcher Co., of Findlay, Ohio, has been moved from Eberts, Ont., to Chatham.

In a half-million dollar fire at Quebec, on June 22, the warehouses and show rooms of the International Harvester Co. were gutted.

The Brownwall Engine & Pulley Co., Holland, Mich., will erect a foundry to cost about \$20,000. The working force will be doubled.

The capital stock of the Canadian S. K. F. Company, manufacturers of anti-friction bearings, has been increased from the sum of \$50,000 to \$100,000.

The American Tractor-Harvester Co. has been formed at Wilmington, Del.; capital stock \$500,000; to manufacture and sell tractors and harvesters.

The General Ordnance Co., makers of the "G.O." tractor, will build a tractor plant at Cedar Rapids, Ia. Plans call for a one-story structure, 120x160.

The Holten Tractor Co. is a late addition to the varied industries of Indianapolis, Ind. The company has developed a light weight two-plow farm tractor.

The Flood Mfg. Co. has been incorporated at Spokane, Wash., for the purpose of manufacturing tractors and trucks. The company's capital stock is \$250,000.

The Kramer Rotary Harrow Co. of Morton, Ill., manufacturers of farm machinery, has filed papers to increase the capital stock from \$50,000 to \$100,000.

The Simplex Short-turn Trailer Co., of Wabash, Ind., was recently incorporated with a capital of \$100,000. They will manufacture buggies, trailers and automobiles.

The Freeland Steel Tank Co., who have operated for several years in Halbrite, Sask., have removed their plant and equipment to Winnipeg where they will open a plant.

On June 7 the stockholders of the Grand Detour Plow Co., Dixon, Ill., met at the office of the company and passed a resolution increasing the capital stock from \$500,000 to \$2,000,000.

The Dillon Steam Motors Corp., Milan, Mich., has been incorporated with a capital of \$1,000,000 to produce a steam motor of new and distinctive type suitable for tractor, truck and automobile use.

The Automatic Feeder Co. has been incorporated at Lemars, Ia., to manufacture self-feeders for threshers. The capital stock is to be \$1,000,000; the incorporators are W. M. Richey, G. H. Mammen and A. L. Kreutzer.

The American Tractor-Harvester Co., Inc., has been formed at Philadelphia with a capital of \$500,000 to manufacture and sell tractors. The incorporators are F. R. Hansell, Philadelphia, and J. Vernon Pimm and E. M. MacFarland, Camden, N.J.

The Dauch Mfg Co., of Sandusky, Ohio, manufacturers of Sandusky tractors, has announced the closing of a bona fide order for 500 of their 10-20 Model J Sandusky tractors for immediate shipment to France to be used in connection with the reconstruction work over there.

The Moore Plow & Implement Co., Greenville, Mich., has purchased from the Gale Mfg. Co., Albion, Mich., the entire line of Gale walking and riding plows. The purchase includes all patterns, dies and foundry equipment. The Moore Company will continue the manufacture of these lines.

A new milking machine enterprise has been projected at Spokane, Wash., by F. W. Boldrick, who with Geo. L. Fisher and David B. Russell has organized the Gane Milking Machine Co. of America, with a capital of

\$100,000. The machine to be made is the invention of a New Zealander.

The Moline Plow Co., Moline, Ill., has awarded a contract for the erection of a foundry to cost \$275,000. Work on the new building will be started immediately and the contract calls for completion by Oct. 15. The new foundry is to be located in East Moline, where the company recently purchased 100 acres. The structure will be 120x380 feet in size.

Letters patent have been granted under the Ontario Companies Act, incorporating the Hamilton Gear Company, with an authorized capital stock of \$300,000, to take over the business hitherto carried on by the Hamilton Gear and Machine Company. The head office of the company is at Toronto. This company recently started the manufacture of the Straight Line tractor, but has discontinued production for the time being.

F. R. Pettit Dead

We regret to note the death on June 15 of Frederick R. Pettit, vice-president and general manager of the J. I. Case Plow Works, Racine, Wis. The late Mr. Pettit passed away after a brief illness of one week. He was born in Kenosha on March 22, 1884, and is survived by his wife, a daughter and two brothers.

F. R. Pettit received his early education in the public schools of Kenosha, graduating from the high school there. He attended both the University of Wisconsin and the University of Chicago, from which latter university he was graduated in 1904.

Immediately upon leaving college Mr. Pettit engaged in the implement business, and on Jan. 1, 1917, was elected vice-president and general manager of the J. I. Case Plow Works, which position he held at the time of his death.

By everybody who knew Mr. Pettit he was universally liked, and was held in the highest regard among his business associates as a straightforward man, fair in all his dealings. His decease at an early age is a distinct loss to the implement industry of America.

Get a good location; procure the right sort of equipment for doing business with; stock carefully chosen goods; build up a strong, efficient organization; advertise wise and concisely; be careful of your credit; be economical without being stingy.

PATENT
YOUR INVENTIONS

Send direct to Ottawa for free patentability report and booklet "Patent Protection." Clients' patents advertised in the "Patent Review."

Harold C. Shipman & Co. PATENT ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

500 BOND LETTERHEADS AND WHITE WOVE ENVELOPES
ALL PRINTED

FOR \$5.70 PREPAID. ALSO COMPLETE SERVICE FOR DIRECT MAIL ADVERTISING
Multigraphing, Mailing Lists, Addressing, Etc.

THE CENTRAL WEST, LTD., Watrous, Sask.

THE TOWNSLEY MANUFACTURING CO. LIMITED

DEALERS: SELL REAL LIGHTNING PROTECTION

During 1918 the fire loss of Canada was over \$34,000,000, an average of over \$4.00 per capita of our population. Over 12,000 dwellings are burned annually, and in the Canadian West the greatest number of fires from any one cause is by lightning.

In 1916 the total value of farm property in the Prairie Provinces was \$2,174,092,900. At present replacement value this value is enormously greater. Is it not worth protecting by the installation of proper Lightning Rods, properly erected, which give almost 100 per cent protection? Were every building roddeed, the national fire loss would be greatly reduced.

You have vital facts to back up the sale of Townsley Lightning Rods in your territory. Every farmer owes it to himself to protect his family, home, buildings and stock from lightning hazard. The Townsley System Really Protects.

VISIT US DURING BRANDON FAIR

Will you be in Brandon during the Provincial Exhibition, July 21-26? If so pay us a visit. Let us show you the quality and efficiency of our systems. See our complete exhibit on the Fair Grounds.

Write us for our Dealer proposition

Townsley Manufacturing Co., Limited

BRANDON

MANITOBA

OFFICES & FACTORY
BRANDON - MANITOBA
TOWNSLEY LIGHTNING SYSTEM
SYSTEM OF VENTILATION



TURNER Simplicity

Leads As Usual

Again at the Walla Walla Demonstration, Turner superiority was clearly demonstrated. Scan the photographic reproduction of the Official Report. Note the average depth of plowing—7½ inches maintained on all grades.

This same superior performance is being more clearly demonstrated by Turner owners on hundreds of farms in all parts of the country.

A few good territories are open on this liveliest, cleanest, most desirable tractor proposition. Write or wire

Turner Manufacturing Company

215 Lake St., Port Washington, Wis.
Manufacturers of Simplicity Engines for eighteen years

Canadian Distributors:

Turner Tractor Sales Co., WINNIPEG Eug. Julien & Co., Ltd., QUEBEC
Maxwells, Ltd., ST. MARY'S, ONT. Capital Motor, EDMONTON, ALTA.
Turner-Simplicity Farm Tractor Co., SASKATOON, SASK.

Pacific Northwest Tractor Demonstration WALLA WALLA, WASHINGTON

Date 8/23 1919.

Public Demonstration Began 1 PM Finished 4 PM

TRACTOR DATA

Name of Exhibitor Turner Manufacturing Co.

Make of Tractor TURNER Size 14-25

Fuel Used Kerosene Gauge Test 40

Name of Operator J. G. Tietjen

FLOW DATA

Make of Plow Oliver No. Bottoms 3

Size 14" Type Tractor Gang

FIELD DATA

Topography of Field Very hilly

Grade—Up Furrow 12% Side Grade 28% Down Furrow 4%

Kind of Soil Volcanic Ash Condition: ☐ Dry ☒ Moist ☐ Wet

Depth Plowing 7½ 7½ 7½

Average Depth 7½"

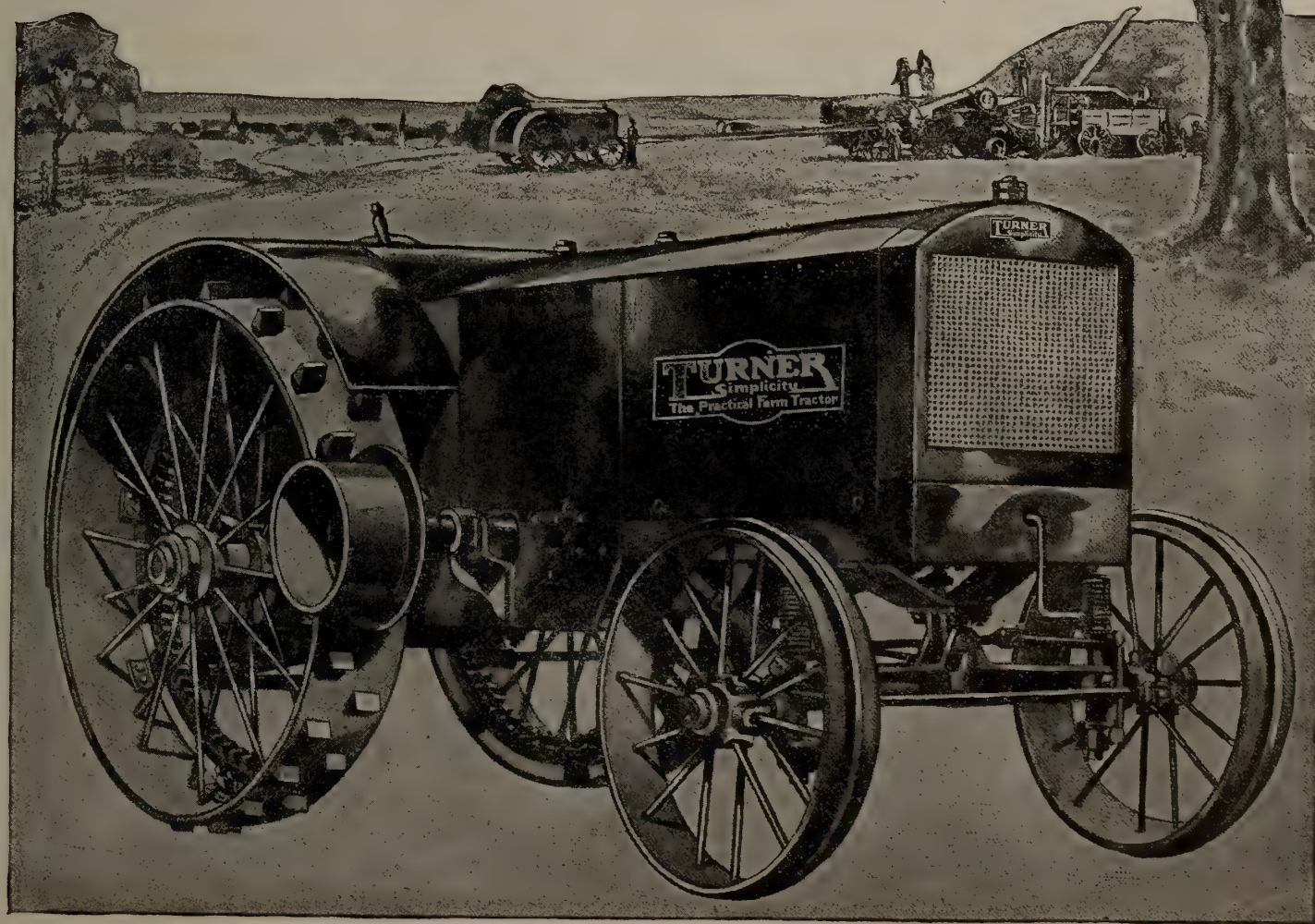
OFFICIAL HYATT TEST

Pounds Pull Per Plow Bottom at 7 inch depth 640

14 inch 16 inch

Field Observer Kenneth Melville

General Manager D. E. Melville



Canadian Wagon Makers Adopt Standard Track Wagon

Representatives of the wagon manufacturers in Canada met at Toronto on June 13 and entered into an agreement to adopt the standard track wagon, as now endorsed by practically every wagon manufacturer in United States. The Canadian manufacturers, it is reported, will abolish all other measurements not later than January 1st, 1920. The changes in wagon construction, following the U.S. standards, will be of interest to Canadian dealers.

The most radical change is the adoption of a single width of track. The day of wide track and narrow track has passed. All farm wagons and farm trucks are now to be made of one track (auto-track width), viz., 56 ins., from center to center of the tires on ground. This is the standard automobile width.

All wagon beds are to be 38 inches in width and there are to be only two combinations of wheel heights, viz., 40-inch front and 44-inch rear, and 44-inch front and 48-inch rear. All tires on wood wheels are to be oval edge.

What advantages are there to

be found in the new Standard auto track farm wagon as compared with the former so-called narrow and wide track wagons, which seem to have served mankind fairly decently throughout the years? Why disturb the old order of things?

The automobile and the motor truck track is 56 inches. That is also the new wagon track. Could there be anything more logical than this adjustment of the wide and narrow track wagons to the universal track-maker?

From the vantage of road adaptability alone, there can not only be no argument against auto track wagons; on the other hand, it would seem that there would be such a spontaneous demand for auto track wagons the country over as to make it impossible to sell any other. But, custom is a funny thing. Narrow and wide track wagons have been used since the days of the prairie schooners.

Each month will find the old types depreciating, until, before they know it, the dealers will find them unsaleable. Once the farmer grasps the picture of his wagon following cleanly in the track of the automobile, at a saving of horse flesh and wagon, what chance will there be to palm off a wide or narrow track wagon

which he would expect to have to use for ten years or more?

By adopting the 56-inch auto standard track for wagons it will eliminate the expense of carrying two stocks of wagons to meet the demands of customers who will insist on the 56-inch auto track standard wagons.

There is too much idle capital tied up in dealers' stocks of wagons and wagon parts, in unnecessary sizes and varieties. Too much scarce and valuable material is used in the making up of those stocks. Road and load conditions are changing so fast in every part of the country that many wagon and wagon parts in stock to-day will be obsolete and worthless before they can be sold.

The Power Tractor

A new tractor of uncommon design is the model "E," built by the Power Truck & Tractor Co., Detroit, Mich. Among its features are a single cylinder engine, very light in weight, a transmission made up of a chain drive, a single train of gears, and no differential, a cooling system of the hopper and tank type, and a single method of lubrication employing grease cups.

The Power tractor is rated at

15-30 h.p., and is recommended for three 14-inch plows and to operate a 26x34 separator. It weighs 4500 lbs and has two 60-inch drivers and two 28-inch front wheels. The engine is single cylinder, 9-inch bore by 12-inch stroke, which, at 200 to 600 r.p.m., will, according to S.A.E. formula, develop a little over 32 h.p.

Chase Tractors for Canada

The Chase Motor Truck Co., Syracuse, N.Y., has sold its tractor business to Cluff Bros., Toronto, Ont., manufacturers of brass goods, plumbing specialties, etc. The material and equipment of the Syracuse plant will be disposed of locally and the new owners, it is reported, will establish a complete new factory in Toronto in premises formerly occupied by a forging plant. The tractor is expected to be marketed by the new company in the fall. The business will be conducted as the Chase Tractor Co., Ltd. M. E. Forbes has been appointed general manager of the new company.

The dealer who doesn't sell service as well as goods is entitled to no profit. In other words, he is not entitled to be a dealer.

Our Agency Contract Means Money-Making Sales The Year Around!

It pulls customers to the dealer and profits to his cash drawer—
it is a most desirable proposition that will help
you sell other lines as well.

MAYTAG One-Horse GASOLINE ENGINE

Lightest and simplest gasoline engine on the market, guaranteed to easily develop its full rated horsepower. Ideal for pumping, running fanning mill, cream separator, and other light work. Easily moved from place to place. Sells at a popular price and allows you good profits.

Specially designed for farm or country use. Known the world over for simple design, rugged construction, and all-round efficiency. Our advertising through the country has created a demand that makes sales easy. You can satisfy any customer whether he wants a washer to operate with electric lighting plant; a washer with its own half-horsepower motor; or a washer to be run with the power he has on his place.

RUTH FEEDERS

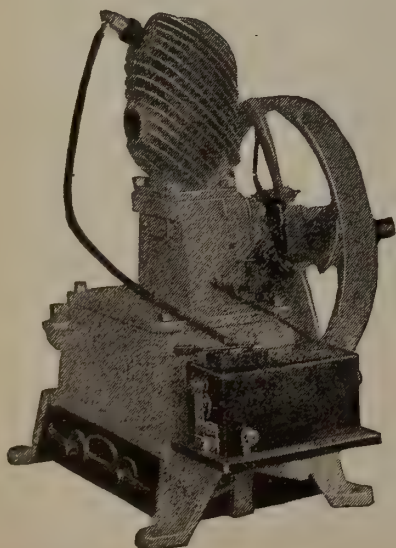
The self-feeder that has gained a reputation right here in Western Canada for its dependability every hour of the day. It will keep your customer's separator running to capacity during the threshing season, and will keep on giving satisfactory service year after year—there is practically no wear-out to them.

GET OUR LIST OF 1919

THRESHER SUPPLIES

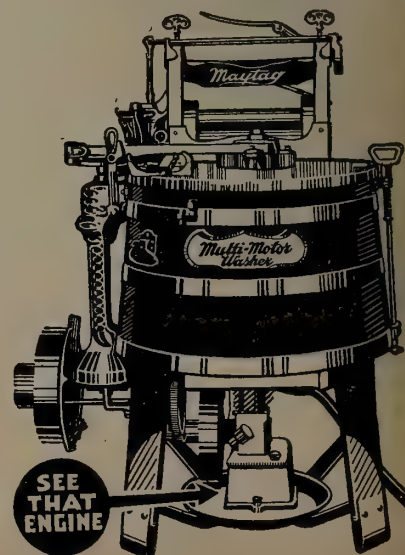
AS USUAL OUR PRICES ARE RIGHT

The MAYTAG Company
WINNIPEG Limited

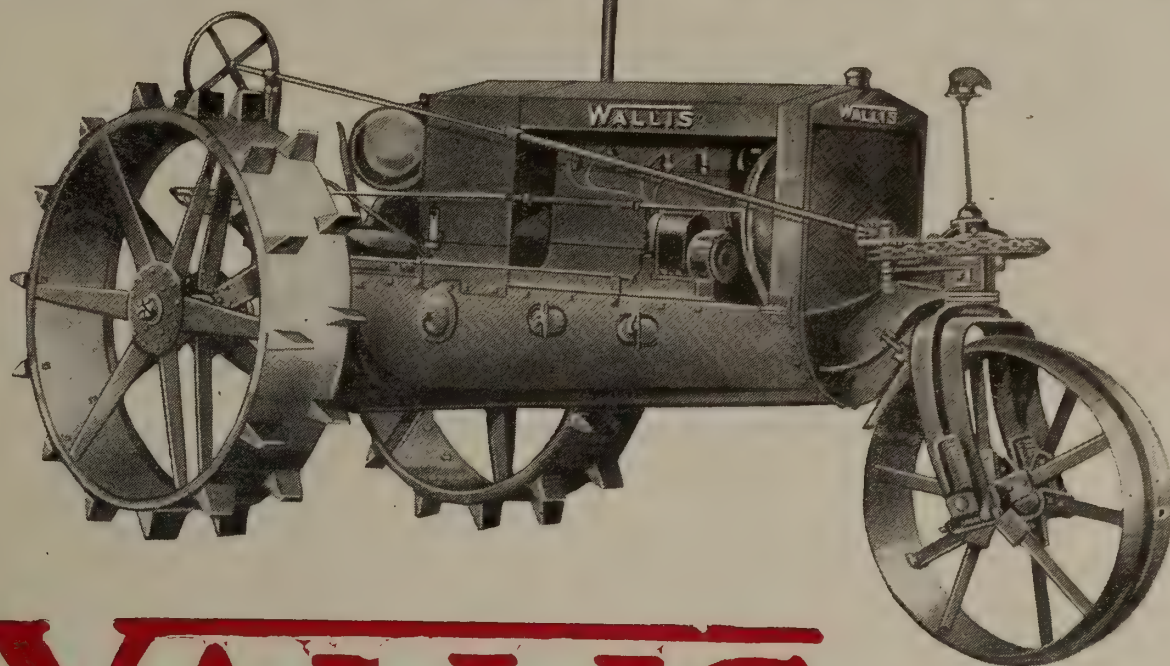


MAYTAG WASHING MACHINES

Electric—Multi-Motor—Belt-Power



"Lowest Plowing Cost Per Acre"



Great
Power,
Light
Weight and
Durability

Write or
Wire
for Dealers'
Information

WALLIS

*America's Foremost
Tractor*

Wallis won the title, "America's Foremost Tractor," by ending needless power waste.

Compared with other tractors the Wallis actually pays for itself in additional service rendered. Where the ordinary tractor uses about half its power to pull its own self, the Wallis uses only one-fourth. Thus the Wallis delivers about 50 per cent more power at the draw bar than other tractor motors of the same belt power.

It is also significant that the Wallis weighs 1000 to 5000 pounds less than other tractors of equal draw bar pull.

This means much less fuel used per acre—greatly lessened cost of plowing—in a word, true economy of operation. And economy is the only basis on which to buy any farm machine.

To produce a tractor of the Wallis class, many advanced ideas in regard to material and design had to be introduced.

One is the Wallis "U" frame — a simplified construction which did away with much needless weight.

Another is, completely enclosed gears, including the final drive. This reduces friction and entirely protects the tractor from sand, dirt, etc.

The motor, too, is distinctively a Wallis feature. In quality of material, design and workmanship it is comparable to the best aeroplane motor. This motor keeps cool under working conditions that would "burn up" the average tractor motor.

Here is conclusive proof of Wallis superior performance from the official report of the Walworth County, Wis., Tractor Demonstration held on Tilden Farms, Delavan, May 6, 1919.

EXTRACT FROM REPORT OF THE WALWORTH COUNTY, WIS., TRACTOR DEMONSTRATION HELD ON TILDEN FARMS, NEAR DELAVAN, MAY 6, 1919

Name	Type	Rating	No. of Bot-toms	Size Plow	Time hrs.	Time mins.	Acres plowed per hour	Acres plowed per hr. per bot-tom	Fuel Consumption per acre				Fuel cost per ac. per bot-tom	Fuel and labor cost per acre
									Gasoline		Kerosene			
									gals.	pts.	gals.	pts.		
Emerson-Brantingham	4-cyl	12-20	3	14-in.	1	2	.967	.322	...	1	6	...	\$.131	\$1.02
Moline	4-cyl	9-18	2	14-in.	1	2½	.960	.480	5	1	...	...	.303	1.23
Advance-Rumley	2-cyl	12-20	3	14-in.	1	3	.952	.317	...	2	6	...	.147	1.07
Heider	4-cyl	12-20	3	14-in.	1	6½	.902	.301	...	3	8	4	.194	1.25
Townsend	2-cyl	15-30	4	14-in.	1	3½	.944	.238	...	¾	8	...	.128	1.15
La Crosse	2-cyl	12-24	3	14-in.	1	11	.845	.281	...	½	7	1	.153	1.17
Case	4-cyl	15-27	3	14-in.	...	48½	1.237	.412	...	¾	7	4	.159	.96
Case	4-cyl	10-20	3	14-in.	1	7½	.888	.296	1	...	4	2	.129	1.06
Case	4-cyl	10-18	2	14-in.	1	34	.638	.312	...	2	6	7	.233	1.41
New Hart-Parr	2-cyl	15-30	3	14-in.	...	44½	1.348	.449	...	3	6	...	.141	.87
Allis-Chalmers	4-cyl	18-30	4	14-in.	...	44	1.363	.341	...	6	6	6	.129	.96
Samson	4-cyl	...	3	14-in.	1	5½	.916	.305	1	1	4	7	.147	1.10
Lauson	4-cyl	15-25	3	14-in.	1	4½	.930	.310	...	...	6	7	.145	1.08
Avery	4-cyl	14-28	4	14-in.	1	1	.983	.245	4	2	4	...	.189	1.37
Avery	2-cyl	8-16	2	14-in.	(Did not start)	...	...	...	...	...	...	...	...	...
Fordson	4-cyl	...	2	14-in.	1	7	.895	.447	...	½	5	2	.170	1.01
Eagle	2-cyl	16-30	3	14-in.	1	15	.800	.266	1	6	9	4	.267	1.55
Wallis	4-cyl	15-25	3	14-in.	...	42½	1.411	.471	...	4	4	6	.120	.79
Monarch	4-cyl	18-30	4	12-in.	...	49	1.224	.308	...	½	7	6	.124	.99
Parrett	4-cyl	12-25	3	14-in.	1	8	.882	.294	...	3	6	...	.141	1.11
I.H.C. Titan	2-cyl	10-20	3	14-in.	1	21	.740	.246	...	½	6	3	.137	1.22
Waterloo Boy	2-cyl	12-25	3	14-in.	1	11	.845	.281	...	1	7	4	.163	1.20
Turner	4-cyl	14-25	3	14-in.	1	22	.730	.243	...	6	8	...	.199	1.42
Cleveland	4-cyl	12-20	2	14-in.	1	8½	.876	.438	...	1	7	2	.237	1.16
Allis-Chalmers	4-cyl	6-12	1	16-in.	3	15	.307	.307	4	4	...	...	1.07	3.02
Indiana	4-cyl	8-12	1	16-in.	2	18	.434	.434	4	...	...	...	.948	2.32

NOTE—All plowing was at 100 ft. depth.

NOTE—All plowing was at least 6 inches in depth. One man operated each outfit. Labor is figured at 60 cents per hour; gasoline (tested sp. gr. .57) is figured at 23.7 cents per gal.; kerosene (tested sp. gr. .44) is figured at 12.7 per gal. (United States measure).

"LOWEST PLOWING COST PER ACRE"

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

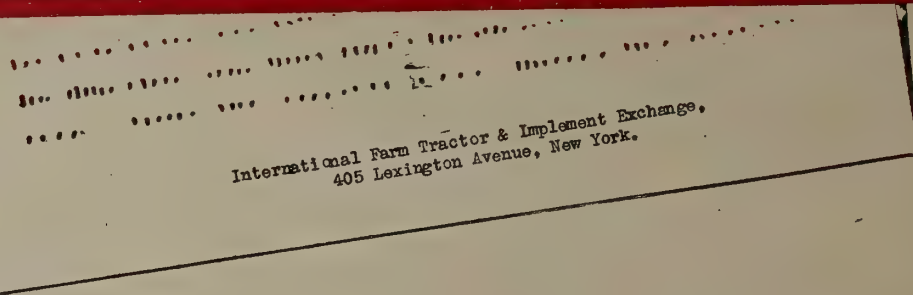
SASKATOON

WINNIPEG

CALGARY



A Message to the Implement



The opportunity now presents itself for American manufacturers to reach out and increase their business in foreign countries as well as domestic trade. A wonderfully organized clearing house for this is being established.

GRAND CENTRAL PALACE—the largest exposition building in the world, occupying an entire city block right in the heart of New York, shortly will become the World's Greatest Trade Mart—the central point of world commerce. The Merchants and Manufacturers Exchange of New York, operating Grand Central Palace, has established foreign connections for export business in every important city in the world.

The World's Trading Center. Beginning October 1st there will be opened **permanent** exhibits of products of the more important industries, eight huge floors being used for this and four other floors for the numerous weekly expositions which have made the building famous. Manufacturers, jobbers, retail dealers and the host of foreign buyers will soon regard Grand Central Palace as the world's trading center.

Huge Tractor and Implement Display. An entire floor—50,000 square feet—in this spacious building will be used by the **INTERNATIONAL FARM TRACTOR AND IMPLEMENT EXCHANGE**. Never before in the history of this industry has there been such a permanent Exchange conducted along international lines, giving the American manufacturer an opportunity to come in direct contact with the domestic and foreign buyer. Here will be found exhibits of the leading manufacturers of farm machinery—all that is most modern—including many new products just being introduced to the market. On other floors will be exhibits of products of many industries—some of them closely allied to the farm implement industry. The **INTERNATIONAL FARM TRACTOR AND IMPLEMENT EXCHANGE** will open on October 15th.

A Dealers and Buyers Headquarters. Dealers in the United States and Canada and foreign buyers may consider this exchange as their New York office. It will be replete with conveniences and comforts to make the out-of-town dealer and visiting buyer feel at home. It is to become the great meeting place of buyer and salesman.

International Farm Tractor & Implement Exchange

Trade

Grand Central Palace where all the largest industrial expositions are held annually, is centrally located and convenient to all railroads, steamship piers, hotels, theatres and shopping districts. If you would keep up with the procession of progressive dealers in your own line—if you would expand your business and **grow**—you cannot afford to miss visiting this great trade clearing house—and the sooner the better. Mark October 15th on your calendar now.

You will see the march of the world's industrial progress during the Reconstruction Period starting from the Grand Central Palace. For further information address

INTERNATIONAL FARM TRACTOR AND IMPLEMENT EXCHANGE,
ROOM 421 405 LEXINGTON AVENUE, NEW YORK

Room 421, 405 Lexington Avenue, New York

The Tractor Requirements of Great Britain

The fact that France has forbidden the importation of tractors as her own factories can produce for French requirements is not without some significance. During the war, when every factory, foundry and machine shop in Great Britain was devoted to war work, that country, to increase agricultural production, imported a great number of tractors from America. As a tractor producing country Canada cannot supply her home demand, consequently did not enter the export field in this line.

But now war demand for munitions and equipment has ceased, Great Britain has countless well equipped machine plants, many erected since 1914, which can be easily transformed into tractor producing factories. While it may be that demobilization of her armies will do away with the shortage of farm help in Great Britain, it remains to be seen whether farmers in that country will continue to be power farming enthusiasts, or whether they will return to horse and man-power. Should the tractor demand remain and develop, with immense mechanical facilities seeking for new lines of production, it would seem probable that Great Britain will soon originate and manufacture sufficient types of tractors to take care of the needs of British farmers. Such a step would necessarily affect the demand from this side the Atlantic to a very great extent.

Reducing Horse Labor by Engine Adaptation

The adaptation of the light weight engine to the operation of general farm implements is a comparatively recent innovation in the farm machinery field, but, as analyzed by L. M. Ward, of the Cushman Motor Works, in this issue, is a principle which holds infinite possibilities. From the binder, potato digger and harvester, it would seem that it is but a matter of time until a great many modern implements can be operated in part by attachable engine power. The fact that the essential mechanism of the particular machine is operated by the engine means that considerably less horse-power is required for haulage. In the binder the weight of the machine is pulled by the horses, while the engine operates the mechanism, overcoming a mechanical inertia which has always been a heavy load upon the farmers' available horses.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JULY, 1919

It may be that yet mechanical development in the farm machinery field will tend to the design of implements in which draft will be greatly reduced by engine adaptation. The rotary cultivator is a case in point, while in many machines a system of gearing might be embodied whereby engine attachment could be used to eliminate the need of teams of horses which could be used to better advantage. In the manure spreader and the straw spreader there should be a field for engine drive. A "live-axle" disc harrow, the axle to receive engine impetus, is not beyond the realms of possibility.

In the ultimate, the value of the engine as an attachment for implements depends to a very great degree upon the design of the implements. Mr. Ward claims, and rightly, so far implement manufacturers have paid little attention to the possibilities of engine adaptation to the lines they manufacture. Beyond the use of the tractor for haulage purposes, lies the fact that a certain proportion of farmers will never be tractor owners. Yet the use of the engine driven implement would lower horse investment for these men, and would save the high cost of horse upkeep. Further, these engines can be used not only for implement drive, but will serve the farmer for a variety of pur-

poses in operating the stationary machines which are essential upon every well equipped farm.

Prominent Implement Men to Address Alberta Industrial Congress

Among the many speakers upon the programme of the Alberta Industrial Congress to be held at Calgary, August 13 and 14, are the following leaders in the implement industry: Thomas Findley, president of the Massey-Harris Co., Toronto; Harold McCormick, president of the International Harvester Co., Chicago; Finley P. Mount, president of the Advance-Rumely Thresher Co., La Porte, Ind.; A. R. Erskine, president of the Studebaker Corporation, South Bend, Ind., and Joseph Oliver, of the Oliver Chilled Plow Work, South Bend, Ind. John N. Willys, president of the Willys-Overland Motor Co., Toledo, O., will also be present. More than twenty thousand invitations have been issued to Canadian manufacturers and owing to the fact that Western Canada is one of the greatest agricultural territories in North America, the speeches of men prominent in the implement industry will be of especial interest to every department of the trade in this territory. Visitors will realize the vast trade field in the Canadian West.

Using Machinery Literature

Manufacturers of farm equipment spend an immense amount of money in the production of catalogs, folders and literature dealing with individual machines. This publicity matter is sent to the dealer who asks it, but just how often it is used to advantage may be questioned. If a batch of booklets on a cream separator, tractor, thresher or engine, to give but a few examples, are left in the original packages and laid away in some odd corner of the warehouse, that literature is certainly not doing for the dealer what it might do as regards arousing interest in the machine in question.

These books pamphlets, etc., are not in all cases purely advertising matter. They contain, in many instances, a great deal of valuable information—valuable from the educative standpoint. At no great outlay the dealer can have a catalog rack made for his warehouse or show-room. With the different catalogs and folders he receives tastefully arranged therein, and a convenient chair, he has a silent sales helper in his business. If the prospective customer has to wait for a little in the store he can usually find something of interest in the catalog case. And in any case, the dealer can always lay his hand on literature pertaining to the individual machine he is "talking," without a moment's delay—if he has the various booklets arranged in a case in his premises. These sales' helps and illustrated advertising publications are very useful factors in the business, if only they are used to advantage and not laid away in some corner and forgotten. They should also be mailed to prospects for the machine in question, as ascertained from the dealer's prospect list, which, alas, is another feature sometimes forgotten to a considerable extent.

Steel and Iron Prices to Stay High

Publications connected with the iron and steel trade claim that \$20 pig iron at the furnace likely will not be seen again by the present generation of farm equipment manufacturers. Present authorities say Pig iron is likely to advance to \$40 or more when trade revival arrives.

The automobile and tire industries have never seen such a demand. The railroads need all sorts of steel products from rails to pins. The needs are, in fact, well nigh innumerable and there can be no question but what Europe

will come to America for her requirements. Industrial business is moving and the prices in the main do not seem to retard. There is an inclination to buy unless it would be the stereotype dealer or farmer who may still have in his mind the \$50 mower, the \$15 pump, the \$125 binder and the \$60 wagon, notwithstanding the fact that the farmer is securing from two to three times as much for his product. The fellow who does not have that in mind pays the new price willingly just the same as the young man pays for the 20-cent shave that the old fellow kicks about, because he used to get it for 10 cents.

It is not a matter of price, in fact. It is a matter of the best goods for the purpose at a justifiable price under the circumstances, and if other dealers can get it as they do, there is no reason in the world why you should not get it or must get it in self-protection either from old customers or from new ones who have looked at the situation properly instead of prejudice such as a few indulge in.

It is altogether natural for the man who wants a manure spreader, binder, tractor or some like thing to put off the day of buying as long as he can, hoping for a drop in price. But if we all do it will have no good result to the farmer. Manufacturers would have to reduce their output, which means laying off men. If that happens it means a smaller demand for farm production—lower prices for meat, butter, eggs, wheat, oats, and hay. When factory workers are laid off it reaches away back to the mines and forests and men are laid off there. The farmer can not fail to feel the effect.

Demonstrating the Tractor

Notwithstanding the fact that many farmers in any one area have tractors, there are still a great many men engaged in farming who have never seen a tractor properly demonstrated. They may have seen the tractor plow, but they only realize vaguely the many jobs to which tractor power can be adapted.

Especially as regards belt work and the operation of belt driven machines, it would seem that the tractor dealer could with profit demonstrate with his sample machine some of the ways in which the tractor can be adapted to modern farm work. It is claimed by some that the tractor is not profitable for road haulage, yet the other day a tractor firm of long experience developed a tractor especially designed for road

work. The greatest fact developed by statisticians in tractordom seems to be the comparatively few working days in the year put in by the average tractor. A tractor to be a profitable investment, like any other mechanical asset, must be adapted to every possible class of work it can do. And as the dealer demonstrates the ability of the machine in this regard, so will he find a broader selling field for the tractor and a more profitable revenue from the handling of this line.

Cash and Turnover

In the retail implement business the amount of money you make in a year is regulated almost entirely by the number of times you can turn every dollar. Slow turnover, such as turning a dollar two to four times a year does not go far, but if the dollar be turned eight or ten times your business will be highly profitable. Here lies the value of quick moving lines—such as good selling specialties. But in the final analysis it is not the turn-over of merchandise that counts but the actual turn-over of cash in the register. You may turn a line ten times a year, but if the cash therefore stays on the books for months, you are absolutely not turning that "capital" anything like ten times. When a dollar's worth of merchandise "goes out" you do not have that dollar for reinvestment until the dollar actually "comes in." This is no argument against a frequent turn-over of merchandise, but collections must "keep up."

Advertising and Production

Except for the quantity production which has been made possible through the public demand created by advertising, the automobile would be so high in price that it would be possessed only by the wealthiest people. Truthful, interesting advertisements are the foundation of the whole industry. Mr. Smith buys his car cheaper because his neighbor Jones and a million other men like him are buying cars. Quantity production brings down the cost of manufacture, so that many valuable conveniences have been brought within our reach.

Who pays for advertising? Is the cost of advertising added to the cost of the goods? Truthful advertising stimulates sales, and greater volume of sales, in proportion to existing rents and other so-called "over-head expenses" means that an implement dealer who advertises can take a

smaller margin of profit on each sale and still make larger profits by the whole operation because he can make so many more sales.

William Eddie Dead

After finishing his day's work on July 4th, William Eddie, Winnipeg, pioneer implement man, died suddenly while on his way home. The previous day he had felt ill and stayed at home, but on the afternoon of the day he died he was in fairly good health. Death was due to heart trouble. The late Mr. Eddie was local dealer for the International and



THE LATE WILLIAM EDDIE

several other lines. He was born in Kincardineshire, Scotland, in 1846. In 1879 he came to Winnipeg as agent for the John Watson Mfg. Co., and in 1884 became Western Canadian traveller for the old Massey Mfg. Co. In 1906 he entered business for himself on Princess St., Winnipeg, where he built up a very large trade in the territory around this city.

The deceased gentleman is survived by his wife, one son, one daughter and two sisters. The funeral on July 7 was largely attended by the implement trade. We deplore the passing of a man whose cheery personality will be missed by a wide circle of friends and business intimates. A big-hearted, energetic Scot, William died as he would have wished—right on the job. To his widow and family we extend the sincere sympathy of the trade on the passing of one who was a pioneer in the Western Canadian farm machinery trade.

Fire Prevention in Threshing Machines

Although it has been proven that thresher fires and explosions can be reduced to a minimum if farmers will make use of the new preventive devices now on the market, the difficulty is to induce farmers whose machines do not include these adjuncts as regular equipment to install the accessories.

Personal

Charles Dunn has opened a harness store at Erskine.

J. G. Hornsby is a new automobile man at Birch Hills.

Stanlake & Flynn are automobile dealers at Donalda.

R. L. Muller is a new automobile dealer in Rockyford.

The Central Garage is a new auto business at Dauphin.

Frank Maserek has opened a machine agency at Otthon.

T. L. Wilson has opened a machine business at Swalwell.

H. D. Talbert has commenced a harness business at Brant.

P. Swatsky has opened an implement business at Rush Lake.

A. O. Johnston has opened an auto agency business at Arborg.

John Sprowl has discontinued his implement business at Dubuc.

N. A. Jesmer is now carrying on an auto business at Wadena.

D. J. Klassen has opened an auto accessory business at Hague.

Dupre & Lepire are owners of an automobile business at Stockholm.

John Carney is discontinuing his automobile business at Cowley.

Forster & Wheeler are owners of a new automobile business at Bashaw.

Lefstedt & Grout have opened a harness business in the town of Tugaskie.

Wilkes, Ltd., automobile agents at Bladworth, have sold out to E. R. Tudor.

Jas. Portruff has taken a brother into his automobile business at Morden.

Garman & Shier is the firm name of a new agency opened at Drinkwater.

A partnership has been registered in the Myers Fence Works at Winnipeg.

Algar & Parkinson have commenced an automobile business in Drumheller.

The Western Vulcanizing and Tire Works has been opened at Medicine Hat.

Thos. J. Sullivan has retired from Sullivan-Taylor Motors, Ltd., Vancouver.

Jeffries & Hurlbut are new dealers who have commenced operations at Stettler.

J. B. Turney has retired from the Taber Motor Co., in which he has sold his interests.

P. D. Wilson is carrying on an automobile repair and accessory business at Red Deer.

Black's Vulcanizing Works is

the latest addition to the business circles of Barons.

The business of the Pioneer Motor Machine Co., Coaldale, is advertised for sale.

The Western Drilling Co. is the name of a new company recently formed in Regina.

The Freeland Steel Tank Co. have removed their plant from Halbrite to Winnipeg.

The Creelman Motor and Tractor Company is a concern recently incorporated in that town.

R. R. Kinread, Winnipeg, has bought out the interests of the Never-Break Trace Company.

The Stalwart Garage is the name of a new automobile concern in the Village of Stalwart.

The Red Star Vulcanizing Works, Calgary, recently suffered a loss by fire on their premises.

The Macdonald Thresher Co. has been registered to do business in the Province of Saskatchewan.

The Chilliwack Vulcanizing & Tire Co. is a new automobile accessory concern in Chilliwack, B.C.

Benoit & Delorme is the name of a new implement firm who are finding business good at St. Anne.

The Western Hardware & Steel Co. is the name of a new concern recently incorporated at Vancouver.

E. N. French has recommenced his implement business at Conдор which has been shut down for some time.

Peart Bros. Hardware Co., Regina, have made application to reduce the capital of the company to \$500,000.

Anger & Montgomery is the name of a new firm at Carman who are handling implements and automobiles.

H. E. Meilicke & Sons, Ltd., dealers in implements, lumber, etc., have opened a branch business at Maidstone.

Madden & Ferguson, auto dealers at Cardston, have dissolved partnership. F. C. Madden continues the business.

J. Grierson, sales manager of the Cockshutt Plow Co., Winnipeg, spent a few days in the territory early in the month.

Hebbert & McLey, implement dealers, have bought out the business at Cupar formerly carried on by David Laidlaw.

A. E. Owens is the name of the proprietor of a new implement business at Balcarres. We wish him success in his location.

Wm. Herman, implement dealer at Ethelbert, has taken a partner into his business, which is now known as Vetzal & Herman.

Michaieski Bros. have commenced a harness business in Arran. In the same village E. Klucky has opened an automobile agency.

We regret to note the death of J. E. Paterson, the implement dealer at Vanguard. Deceased was well known and popular in his territory.

W. O. Mayne & Co., the well-known implement and automobile concern at Pilot Mound, have sold out their garage business to Chris Loring.

J. Grierson, sales manager of the Cockshutt Plow Co., Winnipeg, recently spent a few days in the territory looking over crop conditions.

Henry W. Lay has retired from the firm of John F. McGee, implement specialty distributors, Winnipeg. W. R. James takes his place in the company.

H. F. Anderson, manager of the Tudhope-Anderson Co., Winni-

peg, has just returned from a visit to the branches of his company at Saskatoon and Calgary.

I. J. Haug, manager of the Canadian Avery Co., Winnipeg, recently spent a few days in Regina at the branch of the Avery organization in that city.

J. W. Ackland, president of D. Ackland & Son, is back at his desk after his severe illness. While not quite up to the mark, Mr. Ackland is improving steadily.

We recently had a visit from R. Laufensweiler, the implement dealer at Ridgeville. He reports business good, and anticipates a busy summer and fall trade.

Harris & Co., automobile and tractor dealers in Wadena, have made application to change the name of the company to MacPherson, Harris & Co., Ltd.

D. B. Macleod, sales manager of the John Deere Plow Co., Winnipeg, was an interested visitor to the tractor plowing match recently held at Portage la Prairie.

H. W. Hutchinson, acting general manager of the Sawyer-Massey Co., Hamilton, recently spent a week or two in the West visiting the branches of his company.

E. A. Kemp, sales manager of the Canadian Fairbanks-Morse Co., Winnipeg, spent a week in Manitoba territory early in the month looking into crop conditions.

N. E. Berglund, implement dealer and blacksmith at Norquay, has sold out his blacksmith business to G. Bolena, and will in future concentrate on the implement lines.

Norton & Leif, well-known implement men in Calgary, have taken the distributing agency for the Cletrac tractor. They already handle the Allwork tractor in Alberta territory.

L. C. Ward, the implement dealer at Welwyn, has sold out his interests in that town to C. H. McDonald. In the same center E. Webster has closed down his implement warehouse.

Berry & Heyding, auto repair and accessory men, Regina, have dissolved. John Berry will continue. In the same city Cleland & Williams have commenced an auto repair shop.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, is at present on a business trip during which he will visit Detroit, Mich., Elgin, Ill., and other points in the Central States.

The Canadian Western Steel Co., Medicine Hat, and the Alberta Rolling Mills at Redcliff have amalgamated. The name of the new incorporation will be the Canadian Western Steel Corporation.

The Tillers Machinery, Limited, Saskatoon, was recently incorporated with a capital of \$60,000. Among the promoters of the company are S. H. Hamilton, L. W. Bell and A. C. Hutcheon—all of Saskatoon.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, has just returned from a visit to Edmonton, Calgary, Moose Jaw and other distributing points for the Cushman organization.

A meeting of the McClellan Stooker Co. was held in Winnipeg on July 14 to consider the increase of capitalization of that concern to one million dollars. Developing stookers seems an expensive proposition.

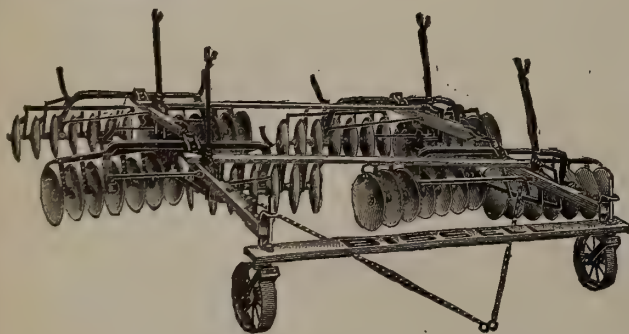
The John Deere Mfg. Co., Welland, Ont., announce the appointment of Ben Rothwell as service manager for the purpose of giving Deere dealers prompt service, and to obviate errors in shipment and other delays which may occur.

The Massey-Harris Company is contemplating building a new warehouse in Prince Albert and making that city a distributing centre for the section, according to statement made by D. H. Wood, local Massey-Harris representative.

F. N. McDonald, Western Canadian manager of Carriage Factories, Ltd., Winnipeg, recently returned from an extended tour, during which he visited Saskatoon, Edmonton, Calgary, Medicine Hat, Moose Jaw and other points. He reports business good.

W. R. Cole, of Winnipeg, Western Canadian manager of the Robt. E. Bell Engine and Thresher Co., paid a visit the

Bissell Combination 4 Unit DISK HARROW



This illustration shows the 4 Unit Disk combination for use with Tractors. The units can be made up of 12, 14 and 16 plate Harrows. While long gangs cannot cultivate uneven ground, this combination has the advantage of being able to cultivate centre ridges, and the short gangs, which are flexible and conform to uneven ground, follow down to cultivate the depressions made by the tractor wheels. In passing over a stone or obstruction the gangs pass over naturally without strain to the Harrow or injury to the Disk plates. Ground cultivated by these Harrows is left level and smooth. Easy to turn about at corners; quickly detached and the units separated for use with horses or light tractors. A most serviceable outfit.

Write for Booklet and Literature about Harrows

Sold by John Deere Plow Company's Agents

T. E. BISSELL CO., LIMITED

Elora, Ont.

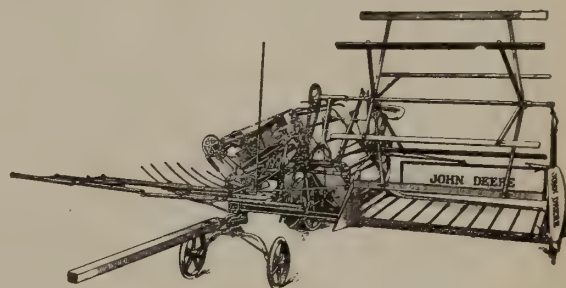
Factories at Elora and Ingersoll, Ont.

Start in
now to
line up
prospects
for fall
business.



John Deere Grain Binder

For over eight years John Deere Grain Binders have held an unbroken record of satisfactory service. In that time all classes of crops were harvested by the thousands of these machines in use. In every case reports have come to us of the ability of John Deere Binders to cope with any emergency. When you sell a farmer in your district one or more of these Binders you have given him the means of getting the most from his harvest.

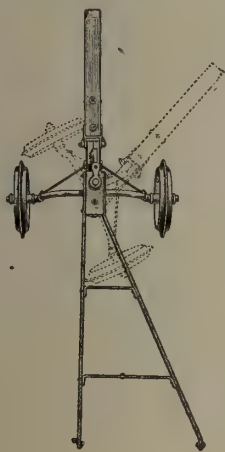


Note These Strong Talking Points

Riveted, rigid main frame—all steel, riveted platform—specially hardened knotter—outside support reel on all sizes—very light draft—equipped with quick turn tongue truck—all steel eveners—extra heavy canvas with concave slats—roller bearings with self aligning boxes—three packers and three discharge arms—large drive and grain wheels with extra wide tires—sizes 6, 7 and 8-ft. cut. Get the folder.

Quick Turn Tongue Truck

The wheels turn faster than the pole, making short square turns possible. Easy for operator—relieves the horses—a full swath can be cut at every turn.



ASK US
FOR
FULL
FACTS

The Hansmann Binder Hitch

The most successful hitch ever devised. The Hitch is adjustable and will operate with best satisfaction on the John Deere Binder, and can be used to advantage on the Waterloo Boy or other tractors of any size.

LET US
SEND YOU
PARTICULARS



John Deere Plow Co., Limited

Winnipeg

Regina

Calgary

Saskatoon

Edmonton

Lethbridge



No dealer can hope
to make better sales
with any other line
than he can with the
John Deere Line

other week to Regina where he looked over the progress being made in the erection of the new branch of the company in that city.

Frank Dowling, of the Rock Island Plow Co., Rock Island, Ill., recently paid a visit to Western Canada in order to look after the company's interests in this territory. He spent some time with the Rock Island distributors, the Waterloo Mfg. Co., Portage la Prairie.

The Cleveland Tractor Company of Canada, Ltd., Windsor, Ont., announce the following addition to their sales organization in Canada: Maritime Provinces, R. C. Archibald; Quebec, W. H. Welsh; Ontario, C. N. Beers; Western Canada, C. R. Burchell, formerly with the Studebaker Corporation of Canada.

We regret to note the death in Toronto recently of Mrs. W. H. Ruby, who passed away at her home, 34 Admiral Rd., in that city. The late lady was for many years a resident of Winnipeg. She was the mother of J. E. Ruby, Smith Falls, Ont., head of the Frost & Wood Company, and former representative of that concern in Western Canada.

Walter J. Roseberry, who for the past year and a half has been connected with the general offices

of the U. S. National Implement & Vehicle Association at Chicago, has resigned to accept a position with the Oliver Chilled Plow Works at their Minneapolis branch. The change was made July 1. He will engage in special sales and promotion work for the Oliver interests in the northwest territory.

Loreen Bertil, youngest daughter of Mr. and Mrs. John Herron, 211 Oak St., Winnipeg, was married on June 25 to Roger Macdonald, of Stratford, Ont. The happy couple left for Minneapolis, thence down the lakes to New York. They will reside in Stratford, where Mr. Macdonald holds an executive position with the Macdonald Thresher Co., of which his father is president. The former Miss Herron is a daughter of John Herron, well known to the West Canadian trade as former Western Canadian manager for the Macdonald Thresher Co., and who is now connected with the Stewart Sheaf Loader Co., Winnipeg.

Buy Pump Business

The Hudson Manufacturing Company, Minneapolis, have concluded a most important transaction in the purchase of the galvanized steel pump department of the Berger Manufacturing Company, Canton, Ohio.

Grand Central Palace, New York, to Become a World Trade Mart

One of the biggest enterprises to be embarked upon, having in mind the extension of American commerce in foreign countries, as well as the importation of foreign goods to America, has just been inaugurated in New York City. It is the new proposition of the Merchants and Manufacturers Exchange of New York to make Grand Central Palace a great clearing house for world commerce.

On September 30 the United States Government will turn Grand Central Palace back to the Merchants and Manufacturers Exchange. For months this great twelve-story building—the largest exposition building in the world—which occupies an entire city block, has been used as an army base hospital. The industries will be grouped and permanent exhibits will be made on eight spacious floors, each floor having approximately 60,000 sq. feet of space. The remainder of the building (the four lower floors) will be utilized for the annual expositions which have made the building famous, such as the Automobile Show, Motor Boat Show, Electrical Exposition, etc.

Permanent exhibits of products

of the more important industries will be opened beginning October 15th. The Merchants and Manufacturers Exchange has established foreign connections for export business in every important city of the world, and manufacturers, jobbers, retail dealers, and the thousands of foreign buyers undoubtedly soon will regard Grand Central Palace as their headquarters when visiting New York.

Some of the industries represented will occupy an entire floor, such as The International Farm Tractor and Implement Exchange, the International Hardware and Homefurnishings Exchange, which will be among the first to be opened, on the sixth and seventh floors respectively. The Farm Tractor Exchange will open on October 15th, 1919.

Detailed information may be obtained by addressing the Merchants and Manufacturers Exchange, 405 Lexington Avenue, New York, Room 421—prior to October 1st—after that date headquarters will be in the Grand Central Palace.

Aspinwall Produces Strawberry Digger

The Aspinwall Mfg. Co., Jackson, Mich., well-known manufacturers of potato machinery, have developed the Aspinwall strawberry digger. This machine, it is stated, revolutionizes the work of handling plants in the field and does as much as forty men formerly accomplished.

The length of separating surface afforded in this digger is approximately 9 feet, with width of separating surface 42 inches. It is equipped with finger rack for turning plants on elevator chain. Is hinged at both ends and arranged with springs to give proper tension on the fingers.

There are kicker cranks and fingers, kicker crank similar to the kicker in the well-known vine turner and kicker attachment of the Aspinwall potato digger, in front to loosen the soil around the plants and aid in separation.

MOWER AND BINDER REPAIRS



DAIN
DEERE
DEERING
EMERSON

ASK FOR
"NUMBER FOUR"
IMPLEMENT CATALOGUE
AND "PRICE LIST"

FROST & WOOD
MASSEY HARRIS
McCORMICK



D. ACKLAND & SON LTD.
WINNIPEG - - - - - CALGARY

PHONE GARRY 1600

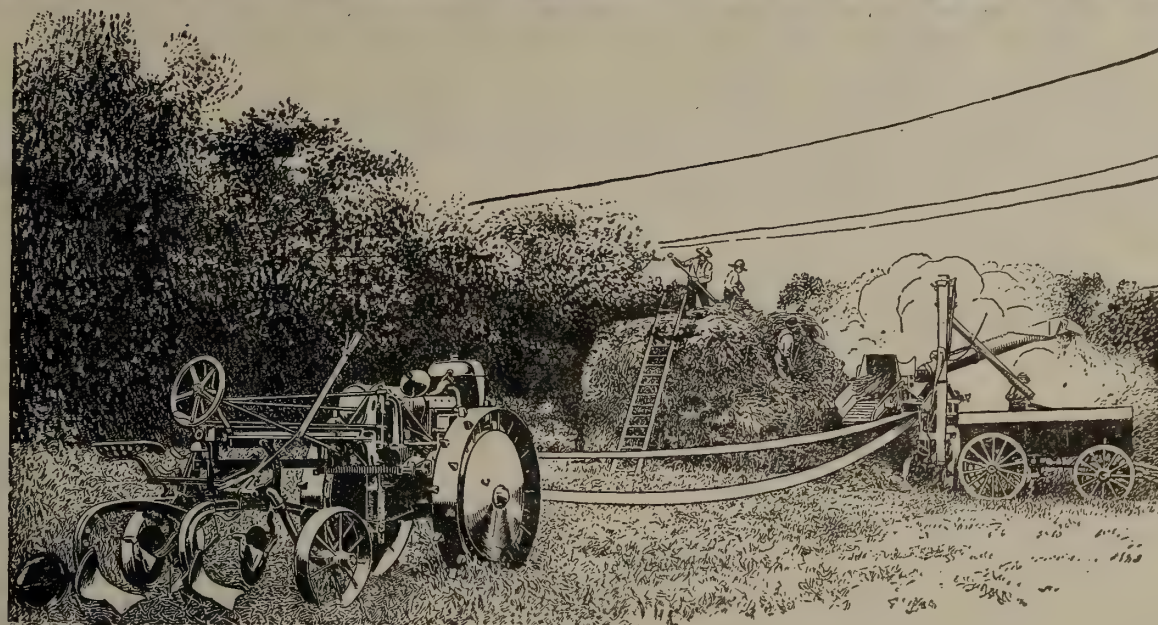
OUR ENGRAVINGS SPEAK FOR THEMSELVES

STOVEL CO. LTD.

WINNIPEG, MAN.

MOLINE

UNIVERSAL TRACTOR



Saves $1\frac{1}{3}$ Men and 5 Horses Per Farm

THROUGH the most comprehensive tractor survey yet attempted, we have found by figures from Moline-Universal Tractor owners—not by guess work—that the Moline-Universal actually saves an average of one and one-third men and five horses per farm.

Over 200 farmers in 37 states from Maine to California and North Dakota to Texas were closely questioned, and their farms ranged in size from 40 to 800 acres. Every one of the Moline-Universal owners whose data forms a basis for these conclusions was selected at random from our list of owners, so that these results are average—not exceptional.

That the Moline is really a Universal Tractor and fits any size farm is proven by the fact that the farms reporting ranged in size as follows: 8 per cent, 100 acres and under; 37 per cent, 100 acres to 200 acres; 21 per cent, from 200 to 300 acres; 13 per cent, from 300 to 400 acres, and 19 per cent above 400 acres. In their report, 76 per cent agreed that they could use the Moline-Universal

wherever they used horses, and 83 per cent said they could do better work—and thereby make more money.

Owners are positive in their statement that the Moline-Universal is a good investment, and 73 per cent of the Moline owners state that they wouldn't farm again without the Moline-Universal Tractor, while the rest say that they would dislike to go back to horses.

In reply to the question, "Can you operate and maintain the Moline-Universal Tractor for what it would cost you to keep three or four horses?" 92 per cent replied "yes." Many reported they could do so for less.

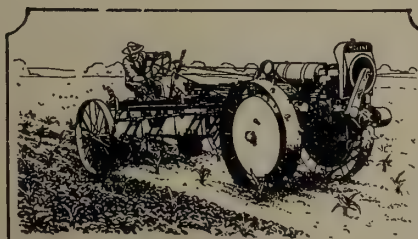
These figures must convince farmers and business men who believe in facts instead of theory that the Moline System of Power Farming is the most economical and efficient, and this is the reason why thousands of Moline Power Farmers are making more money with less hard work.

CANADIAN DISTRIBUTORS:

Willys-Overland, Ltd., West Toronto

Manitoba and Saskatchewan Distributors—Stewart Sheaf Loader Co., Ltd. Branches—Winnipeg and Moose Jaw
General Supplies, Limited, Calgary, Alberta Distributors

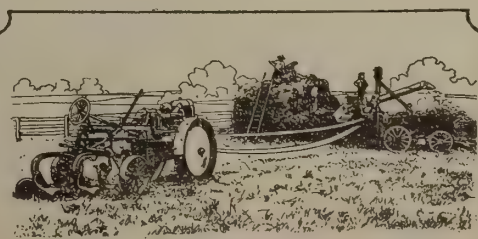
MANUFACTURED BY MOLINE PLOW CO., MOLINE, ILLINOIS



CULTIVATING



HARVESTING



THRESHING

Winnipeg Citizens Committee to be a Permanent Organization

The citizens of Winnipeg, after having wrestled at close quarters for six weeks with incipient Bolshevism, have determined not to let the danger to Canada, which they have uncovered in this one city, go on unchecked elsewhere and have wisely and properly taken steps to advise the people of Canada of the plot which endeavored to exploit the labor dispute as an excuse for revolution.

The Winnipeg Citizens Committee of 1000 has issued an official statement, giving their views of the strike and the attempt at revolution which grew out of it, and have published the statement over their signature generally throughout Western Canada.

Three booklets have been is-



A good job of plowing at the Portage la Prairie plowing match. Won first prize. Done by a Gray Tractor and 4-Bottom, No. 100, John Deere Engine Plow.

sued, giving an unvarnished record of the remarkable display of civic spirit and self-sacrifice performed by the Citizens' Committee during the strike.

The Citizens Committee of Winnipeg has taken steps to form itself into a permanent organiza-

tion for the purpose of arousing Dominion-wide interest in the necessity of upholding proper respect for the law and to combat the Bolshevistic propaganda which is being so industriously sown in Western Canada.

These pamphlets and others to

be issued by the Winnipeg Citizens Committee should receive wide distribution. The committee's booklet, "The object and accomplishments of the Committee of One Thousand, Winnipeg," is issued at a price of 25c. per copy to cover the cost of printing and will be sent to any address upon receipt of price. The other pamphlets are for free distribution and will be forwarded to anyone upon application. Applications should be addressed to "The Citizens Committee of One Thousand, Winnipeg."

The Repair Cost in Tractors

An investigation recently held among 140 tractor owners in Illinois shows that the average cost for plowing an acre with gasoline in that state was 57½ cents and 32¼ cents with kerosene. Of the 140 owners who had used their tractors a year or less, 48 reported no repair outlay. The repair bills of the others varied from a few cents to a hundred dollars, the average repair outlay being \$15.

The figures given would indicate an annual repair charge during the first three years of a tractor's life of about 3 per cent of the first cost, but this undoubtedly would increase to some extent during the later years of its life, as is the case with most other machines. It would not seem safe to expect the cost of repairs for a tractor to average less than that for other farm machines which is very little over 4 per cent, and it is not improbable that it will amount to slightly more than this. In figuring the repair costs to be charged against each day of use or acre plowed, the average annual charge has been taken as 4 per cent of the first cost. Thus if a machine costs \$1,500, the annual charge to be made for repairs would be about \$60. The charge the first three years would be smaller, but would increase to some extent with the life of the tractor.

Safety Steering Device

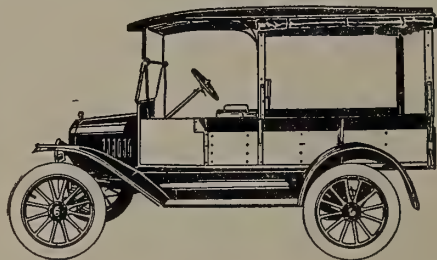
As protection against breakage or disabling of the regular steering equipment on Ford cars, the Lincoln Safety First steering device is being manufactured by the P.P.P. Tube Co., McGee St., Kansas City. This device is applied directly to the moving arm of the wheel and axle, each wheel independently protected by its own attachment, and depending upon the steering wheel when turning corners only. The Canadian distributor is L. L. Colby, Moose Jaw, Sask.

THE DEALER'S BEST SELLERS

"C.F." Lines of Commercial Bodies, Truck Bodies, Trailers, Carriages, Harness, Blankets, etc.

"C. F." Commercial Bodies

Every Implement Dealer should carry a reliable line of bodies for motor trucks, pleasure cars and light delivery. Carriage Factories have developed the most perfect line of bodies. Strong, durable and with the ability to stand up, they are sold very easily. The prices are very reasonable and there is good money in handling this line for you.



Peerless Trailers

Every merchant and farmer with a car is a real prospect for a Peerless Trailer. The extra loads that can be carried will soon pay for the initial cost. The load may be left standing while another trip is made. Trailers are a big help to anyone and there will be a large number sold this season. See that you get your share of this business.

Heney Harness

Heney Harness is sold from coast to coast. It is known and favored by those who demand the best. Put in a display of Heney Harness to-day and watch your harness profits increase. Unbranded Harness will never sell as fast.

Carriages

The leading makes of carriages:—Tudhope, Brockville, Canada, McLaughlin, Munroe and Heney Carriages are now manufactured and marketed by this corporation. You should keep a good supply on hand as these lines sell particularly fast.

WRITE FOR PRICES AND TERMS TO DEALERS

CARRIAGE FACTORIES, LIMITED

Head Office - - - Toronto

Western Office and Showrooms - - - 156 Princess St., Winnipeg

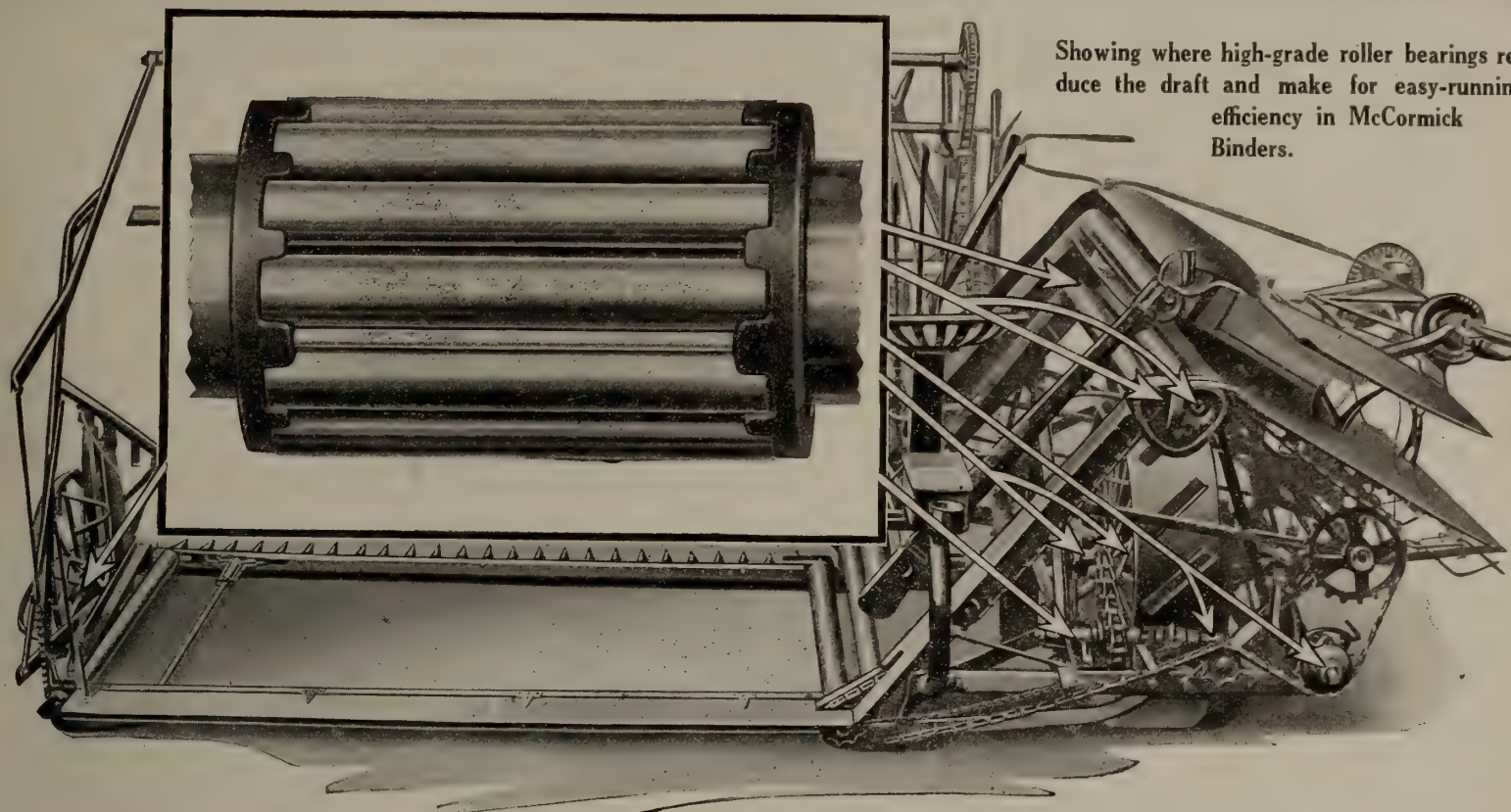
Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON



Showing where high-grade roller bearings reduce the draft and make for easy-running efficiency in McCormick Binders.

This Very Significant Letter Was Written Just Over the United States Border. It Points Its Own Moral to the Canadian Dealer.

Let this letter serve you as a forceful reminder that the BINDER and TWINE sales season is just ahead—and that DEERING and McCORMICK remain the ever-reliable lines. Get into communication with the nearest branch house now.

Breckenridge, Minn., March 25, 1919.

Mr. Alex. Legge, General Manager,
International Harvester Company,
Chicago, Illinois.

Dear Mr. Legge:

The following may interest you. Frequently this winter I have overheard farmers remark how high cattle, hogs and International Harvester implements sold at farm sales as compared with other stuff. Out at Buffalo, N.D., a few days ago, I ate supper with Sheriff Ross, of Cass County. He has the largest farm auction business in southwestern North Dakota, and had cried a sale that day.

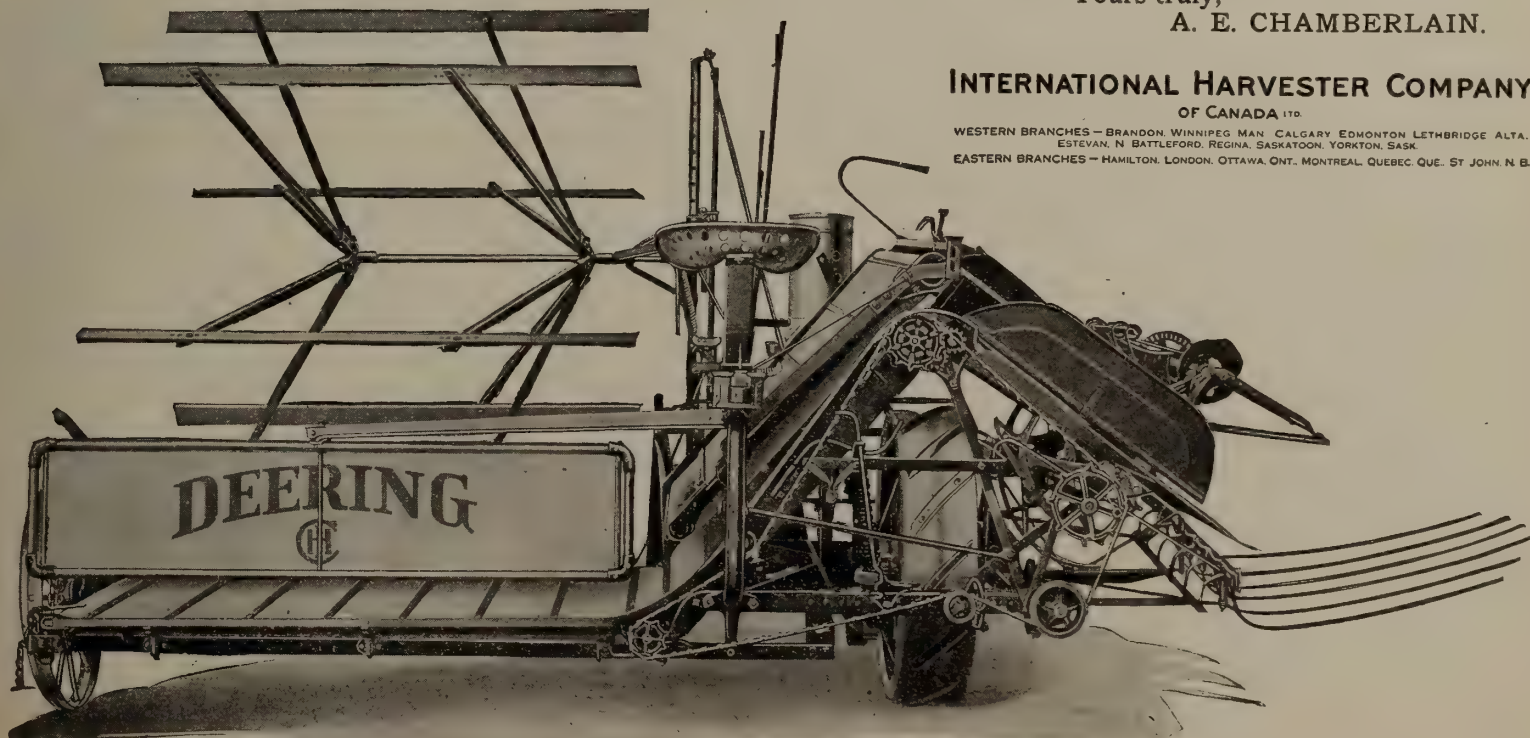
I asked him about it and he confirmed it very strongly. He said that afternoon he sold an — binder that had run two seasons, for \$7.50, and a McCormick that had run seven or eight years for \$135.00. The day before he sold a new — for \$65.00, a three-year-old McCormick for \$175.00 and a four-year-old Deering for \$165.00, all at the same sale. He said also that this sort of discrimination applies to seeders and other implements as well as to binders and mowers.

Yours truly,

A. E. CHAMBERLAIN.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.



Grain Growers' Business Reviewed

On June 27, before the cost of living committee of the Government, who are carrying on an investigation at Ottawa, Rice Jones, general manager of the United Grain Growers Co. of Winnipeg, stated that the company was organized in 1906 with an authorized capital of five million dollars. Up to August, 1918, \$2,891,050 was issued, of which \$2,159,763 was paid up. He said the directors were all farmers. Each member of the company was only allowed to own one hundred shares at \$25 each.

Mr. Jones stated that the company in 1917 had a turnover of \$2,416,726 on coal, flour and apples, and made a gross profit of \$170,495, or 7.05 per cent gross. On other supplies the turnover was \$1,631,044 and the gross profit 11.51 per cent; on machinery the turnover was \$1,192,359 and the gross profit 21.06 per cent; and on lumber the turnover was \$747,540, while the gross profit was 11.49 per cent.

Replying to H. H. Stevens, M.P., the witness said that they did practically a cash business. They had powers to do almost everything excepting railroading and banking.

Among the higher salaries paid were: President T. A. Crerar, \$15,000; General Manager Rice Jones, \$13,000; G. S. Murray, \$11,000; E. S. McRorie, \$5,200, and the secretary \$5,000.

In stating that the duty on plows was 27½ p.c., Mr. Jones said he saw no reason why if the duty was removed they could not reduce the price of plow by the whole amount of the duty. The company bought its plows in the United States. The duty on a 12-inch gang was \$21.11 compared with \$8.36 in 1914. He further declared that the 21 per cent on implements charged by his company could not be reduced.

French Prohibit Tractor Importation

The Minister of Agriculture for the French Government has informed the president of the French Purchasing Bureau for Farm Equipment that the limited importation of agricultural tractors would continue to be authorized only until July 1, 1919, under import licenses, as at present. Licenses will be granted only for implements ordered by the purchasing office from foreign firms on or before the date of the announcement. After July 1 no licenses for the importation of

agricultural tractors will be issued, if, as is expected, the French manufacturers are then able to supply the needs of French farmers for traction implements and tractors.

Tractor Demonstration in Eastern Canada

Arrangements are being made for a composite tractor and horse plowing match and also farm machinery demonstrations to be held on the Central Experimental and Booth farms at Ottawa on October 14, 15 and 16. The secretary, F. C. Nunnick, reports that a large number of tractor firms have already given definite promises that they will be present. Substantial prizes are being offered. A tractor competition will be arranged in order to give those who own tractors an opportunity to compete in tractor plowing.

Stearns Heads Interstate Tractor Co.

The Interstate Tractor Co. of Waterloo, Ia., which was placed in the hands of a receiver early in the year, has been purchased by an organization headed by L. C. Stearns, of Minot, N.D. Mr. Stearns has been connected with the Interstate Tractor Co. for

some time in a distributing capacity, as he is actively interested in a number of distributing houses in the northwest, which have jobbed the Plow Man, among them being the Minot Auto Co., Minot, N.D., the Grand Forks Overland Co., Grand Forks, N.D., the Western Tractor Co., Regina, Sask., the Grand Forks Tractor Co., Grand Forks, N.D., and the Great West Motors Co., Calgary, Alta.

Company Carries Time Sales

The Commercial Credit Company of Canada, Ltd., Toronto, have opened a Manitoba branch in the Arthur Bldg., Winnipeg. H. M. Purser is Western manager of the organization. This company finances the sale and purchase on time payments of automobiles, tractors, tractor implements, trucks and used cars. They enable the dealer to turn his time sales into cash, with a minimum down payment of 25 per cent and a maximum accommodation of 12 months. Service charges, it is stated, including interest, fire and insurance, vary from 4.5 to 8.9 per cent of the value of the machine. In Saskatchewan the offices of the company are located in the Canada Life Bldg.

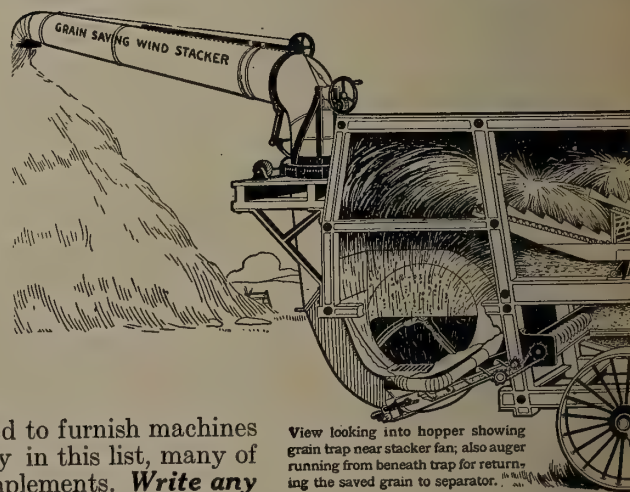
THE GRAIN-SAVING STACKER

"I FOUND the following saving with the Grain-Saving Stacker: Wheat, 10 bushels to every 1000 bushels threshed; oats, 25 bushels to the 1000; barley, 15 bushels to the 1000,"—Report of F. L. Kennard, Agronomist, University of Minnesota.

The Grain-Saving Stacker is the ordinary gearless wind stacker *with the most important improvement since wind stacking came into use.* The device in the hopper saves the grain which otherwise goes to the stack and is wasted. It has saved many thousands of bushels—an enormous gain, at prevailing prices. Under even average conditions it will

Save Enough Grain to Pay the Threshing Bill

The manufacturers of America's standard threshing machines named below are prepared to furnish machines equipped with the *Grain-Saving Stacker*. Full information will be given you by any in this list, many of whom you will recognize as the manufacturers of the best-known tractors and farm implements. **Write any of these for descriptive circular.**



View looking into hopper showing grain trap near stacker fan; also auger running from beneath trap for returning the saved grain to separator.

List of Manufacturers

Canada

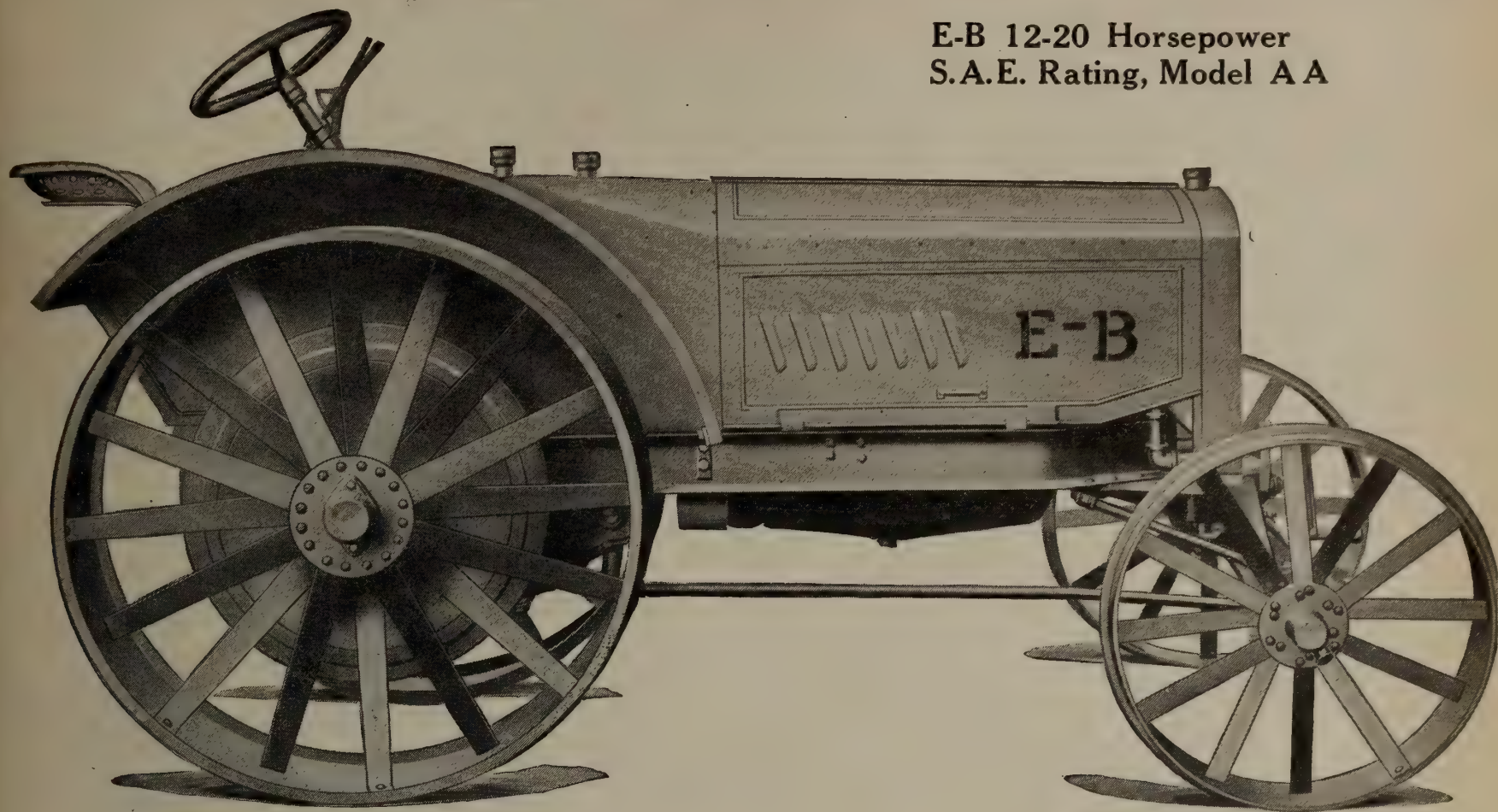
Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
Ernst Bros. Co., Ltd., Mt. Forest, Ont.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ont.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Co., Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Sussex Mfg. Co., Ltd., Sussex, N.B.
Waterloo Mfg. Company, Ltd., Waterloo, Ont.
R. Watt Machine Works, Ridgetown, Ont.
George White & Sons Co., Ltd., London, Ont.

Aultman & Taylor Machinery Co., Mansfield, O.
Avery Company, Peoria, Ill.
A. D. Baker Company, Swanton, O.
Banting Manufacturing Company, Toledo, O.
Batavia Machine Company, Batavia, N.Y.
Buffalo Pitts Company, Buffalo, N.Y.
Cape Mfg. Co., Cape Girardeau, Mo.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Company, St. Johnsville, N.Y.
Ellis-Keystone Agricultural Works, Pottstown, Pa.
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Ill.
A. B. Farquhar Co., York, Pa.

United States

Frick Company, Waynesboro, Pa.
Harrison Machine Works, Belleville, Ill.
Huber Mfg. Company, Marion, O.
Keck-Gonnerman Company, Mt. Vernon, Ind.
Minneapolis Threshing Machine Company, Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Mich.
The Russell & Company, Massillon, O.
Russell Wind Stacker Company, Indianapolis, Ind.
Sawyer-Massey Co., Ltd., (U.S. Agency) Moline, Ill.
Swayne, Robinson & Company, Richmond, Ind.
The Westinghouse Co., Schenectady, N.Y.

The Grain-Saving Device Originated with the Indiana Manufacturing Company, Indianapolis, Ind., Who Also Originated the Wind Stacker



E-B 12-20 Horsepower
S.A.E. Rating, Model A A

Get That Surplus Horsepower

EMERSON-BRANTINGHAM are the first to have the courage to rate a tractor on Society of Automotive Engineers' basis. The S. A. E. computes the power on the most conservative possible basis. The result is that while we claim only 12 horsepower at the draw-bar and 20 on the belt, the E-B 12-20 actually delivers 15 at the drawbar and 25 on the belt. You

Buy 12-20—Get 15-25

Nor is this its only point of superiority. The E-B exclusive transmission on Hyatt roller bearings makes the application of power always smooth and without power waste. Furthermore, all transmission is perfectly enclosed. Dust,

dirt and sand can't get at it. All gears, including final drive, are made absolutely dust-and-dirt-proof. All run in oil. Every part of the driving mechanism of the motor is similarly protected. This

Enclosed Transmission

assures longer life, less repairs, more economical operation, more satisfaction for you and your customers. Furthermore, every detail of the insides is right. Bantam ball thrust bearings

on all shafts and gears subject to thrust. Bennett Air Cleaner, Bennett Carburetor, K-W High-Tension Magneto with Impulse Starter, High-Grade Radiator.

All Four Wheels on Ground—Not in Furrow

Front and rear wheels track. This, in addition to the fact that the E-B 12-20 has auto-type control and is remarkably light for its power, makes handling easy. Any member of the family who can operate an automobile can run THIS tractor.

Appearance as Attractive as Its Performance is Pleasing

The staunch, business-like "look" of the E-B 12-20 impresses everyone immediately. Nothing freakish about it. Built and **FINISHED WITH CARE.** Unquestionably best-looking tractor on market, and every detail of its trim, clean-cut exterior is equalled by the practical worth of its interior mechanism. It's the easy-to-sell tractor.

Write for dealer's terms

Emerson - Brantingham
Implement Co., Inc.

Established 1852

Rockford, Ill.
Regina, Sask.

Tudhope - Anderson Co.
Winnipeg Calgary, Alta.

A Complete Line of Farm Machinery
Manufactured and Guaranteed
by One Company

SEE THE E-B Tractor

at the

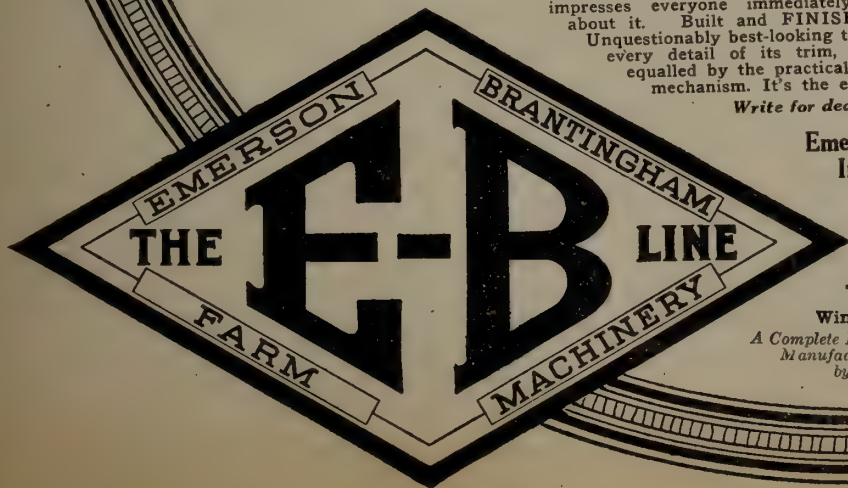
National Tractor
Demonstration
Wichita

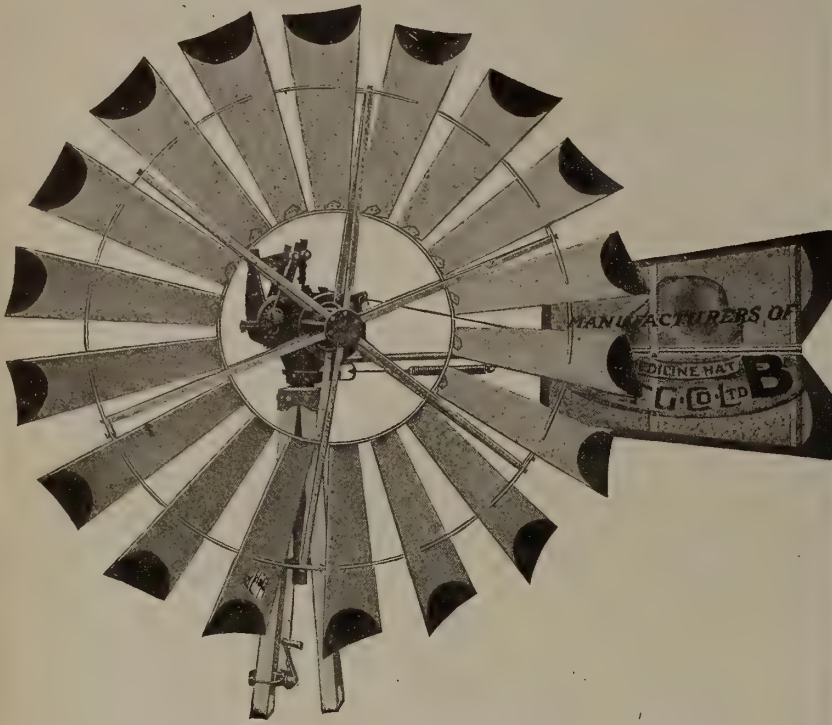
July 14 to 19

and at the

Aberdeen Tractor
Demonstration

Aug. 19 to 21





Dealers!

We are advertising throughout the West the fact that the Medicine Hat Double-Geared Windmills are the **BEST IN THE WORLD. WE GUARANTEE** them to be the best.

Our catalogue gives detailed description of our windmill showing the construction, piece by piece, but briefly this describes it: Oilless, double-geared, noiseless, frictionless, automatically governed, two pitmans, ball bearing turn-table, made in 8, 10, 12, 14 and 16-foot sizes, 3 or 4 post galvanized steel towers, braced every 5 feet, 15 to 100 feet in height.

Sell the Medicine Hat Double-geared Windmill. The world's best by every test. Catalogues and literature upon request.

PUMPS

44 different styles and each one made with the same care and attention to detail that our mill receives. Complete, ready-to-fit, pumping outfits supplied. Let us get together and talk over our agency offer. Get our catalogue. Investigate our lines of pumps and our windmill.

**Medicine Hat
Mfg. Co.**

Medicine Hat



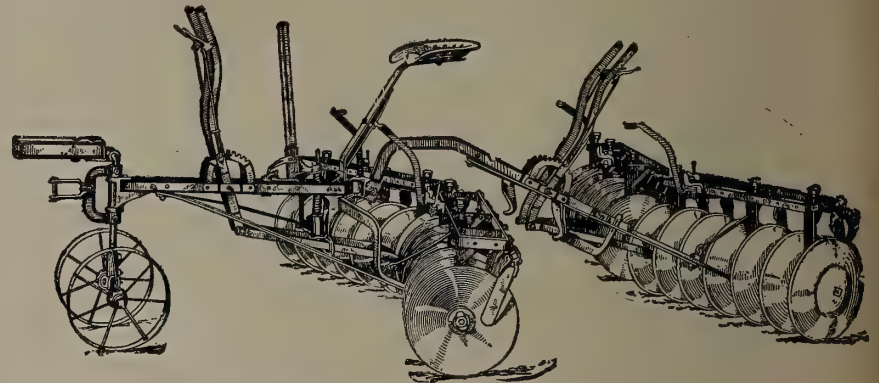
**Pump & Brass
Limited**

Alberta

Deere Disc Harrows

Next to the plow, the disc harrow comes in importance on the farm. Fall discing breaks up the stubble and mixes it with soil so that the field is enriched. It also makes a thin layer of soil mulch that quickly absorbs moisture and prevents evaporation. Owing to an error in cut supplied in our last issue in the John Deere Plow Co.'s advertisement the wrong cut was illustrated dealing with the Model B double-action Deere disc harrow. On this page we illustrate the Deere Model BB double-action disc.

This harrow is made in four to eight foot sizes with 16 or 18-inch



The Deere Model BB, Double Action Disc Harrow

plain or cut away discs. It is equipped with spring pressure and has a solid steel frame strongly braced and with exceptional clearance. The steel pole and strong and simple tongue truck are other good features in this disc, and the blades in both types are made of the highest grade steel. The double-action design enables the farms to do twice as thorough work, leaving the soil level and well pulverized. By securing a rear section the model B Deere disc can be transformed into a double-action harrow with very little trouble, and either section can be used independently if the farmer so wishes.

Binder Twine Business

Some retail dealers in the Northwestern States are advising their twine customers that they are buying twine closely because they expect a lower price next year and do not want to have any twine to carry over the season. As a result, they ask their customers to place their twine orders early so that the retailer may know how much to buy.

The report from Washington that manufacturers were released from the restriction as to the manner of buying Yucatan sisal has had a little tendency to make some dealers hope for some effect upon the present season's twine. Manufacturers and whole-

salers have pointed out that this applies to the purchase of raw materials which are to be purchased hereafter, and it is wholly impossible to buy any raw materials at this time, and have it manufactured and sold in time for this year's crops. The change will have no bearing upon the present year's twine in any manner.

Binder Twine Market in Britain Overstocked

The binder twine industry in Great Britain is confronted by an unprecedented condition, according to the Implement and Machinery Review (London). There is in that country an enormous

quantity of twine and recent sensational falls in price are evident. Much of this twine has been imported in 1919, while there are heavy parcels imported a year ago. Then there is a surplus available as a result of the decision of a big Allied country not to continue its purchases, and all this finds its way onto an already flooded market. The British Government has had the matter brought to its attention, and has been pressed to deal with it.

Great Wheat Crop in U. S.

The United States wheat crop will be the largest ever produced in that country. According to the Department of Agriculture, the acreage and condition in June indicate that the yield of winter wheat will be 893,000,000 bushels, and spring wheat 343,000,000 bushels, a total of 1,236,000,000 bushels. This enormous crop is due to the large acreage of winter wheat and the increase in the average yield per acre.

Tractor Concern to Build Branch Factory

The Peoria Tractor Corporation, tractor manufacturers, has been reincorporated under Iowa state law and, it is reported, will erect a plant at Des Moines. It is announced that production will commence in August. The present factory of the corporation is located at East Peoria, Ill.

"LISTER" TRACTOR SEPARATORS ENSURE Speedy Threshing and Satisfied Customers

Made in Two Sizes—22 x 36 and 26 x 42
Suit any Power Tractor from 8-16 H.P. to 15-30 H.P.

Every tractor owner in your territory is a live prospect for the sale of a "Lister" Tractor Separator. This outfit makes them independent of the custom outfit, and is strongly built to stand the pull of the tractor and the heaviest threshing load. Some selling features: Extra large grate surface. Long bearings. Perfect balance and freedom from vibration. Heavy steel shafting. Forged steel cranks. Four section, sideways straw deck. Full equipment. Cleans the grain fit for market. Supplied with the famous grain-saving wind stacker if desired. Ask for catalog and specifications.

Secure The Agency Now

These separators handle as much grain, with the same power, as any separator of similar size on the market. Dealers: Get our thresher catalog and liberal sales offer. Now is the time to specify your requirements.

SEE OUR EXHIBIT AT THE FAIRS

The Lister line will be a display at Brandon and Regina Fairs. Investigate Lister quality. Let us show you what our contract means to the dealer.

THE LISTER LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

Ask for Prices
and Literature
on any item

R.A. LISTER & Co. (Canada), LIMITED

ST. JOHN, N.B.

WALL STREET, WINNIPEG, MAN.
TORONTO

QUEBEC

Let us send
you the Liberal
Lister Offer



Big
Capacity
Clean
Separation

STEWART SHEAF LOADERS

Time tried and proven, owners everywhere testify to their value. Eliminate the heavy grain loss due to hand pitching. They get all the grain—even the loose grain around the stooks. Save an average of Five Men in every outfit. Ask for Catalog and prices.

Order Now to Ensure Delivery

SAVES
GRAIN,
MEN,
TEAMS,
TIME
AND
MONEY

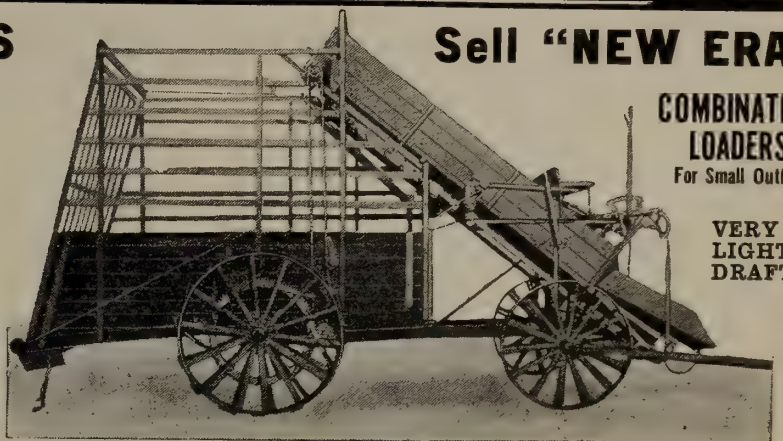
LOWERS THE
COST OF
HARVESTING



Sell "NEW ERA"

COMBINATION
LOADERS
For Small Outfits

VERY
LIGHT
DRAFT



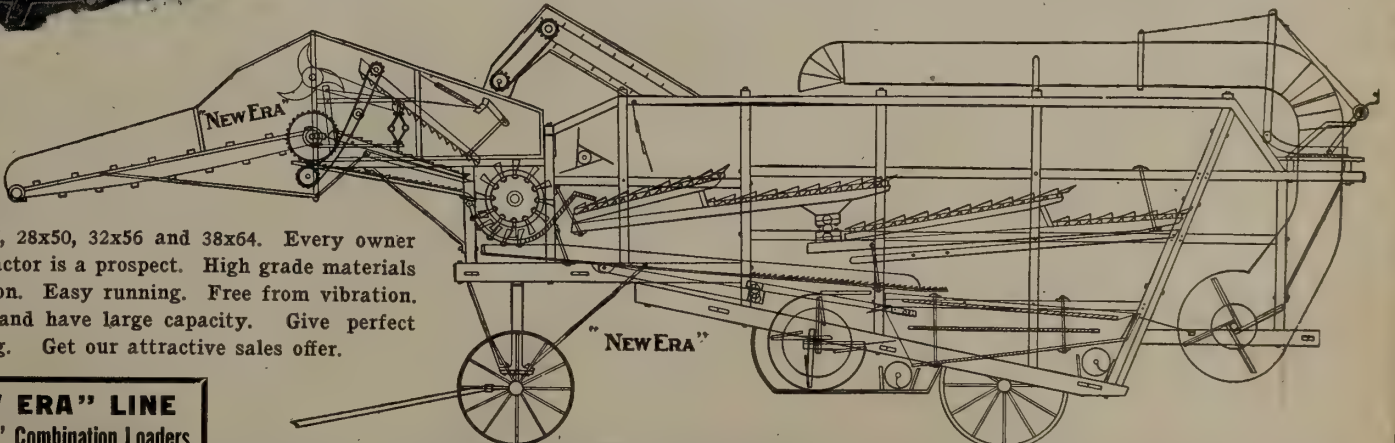
THE "NEW ERA" COMBINATION SHEAF LOADER

"New Era" Combination Loaders are specially made to supply small threshing outfits. They load and carry 350 bundles, saving expense of wagons, bundle racks, horses and pitchers. Run on roller bearings. Low power requirements. Reasonable in price. Place your requirements at once. Write to-day.

"NEW ERA" SEPARATORS

Built in sizes 20x42, 24x46, 28x50, 32x56 and 38x64. Every owner of a light or medium weight tractor is a prospect. High grade materials throughout. Strong construction. Easy running. Free from vibration. Stand the pull of the tractor and have large capacity. Give perfect separation and speedy threshing. Get our attractive sales offer.

HANDLE THE "NEW ERA" LINE
Stewart Sheaf Loaders "New Era" Combination Loaders
"New Era" Cultivators "New Era" Threshers—all sizes
Distributors of Moline Implements and Tractors



THE STEWART SHEAF LOADER CO., LTD.
470 MARTIN AVENUE :: :: WINNIPEG, MAN.

A Handy Size of Engine

The Emerson Manufacturing Co., Winnipeg, are now distributing the Emerson Hafa-Hors engine, an addition to their line. This handy little engine, rated at $\frac{1}{2}$ H.P., is finely adapted for many farm purposes, such as operating fanning mills, cream separators, etc. Its dimensions are only about 16 x 16 inches, the bore and stroke being 2 inches, with an R.P.M. of 1200. The shipping weight is only 90 lbs. The Hafa-Hors is air cooled, the fly-wheel blower directing a strong blast of air directly against and around the enclosed cylinder. The manufacturers state that overheating is absolutely impossible.

Ease in starting is a feature of this engine. It has an automobile



Harvesting in Quick Time with the New Hart-Parr 30

type starter. You only need to step on a pedal to start it up, a handy feature in an engine used around the farm home. With a hit and miss governor speed changes are easily made while the engine is running. The Emerson

Manfg. Co. report an exceptionally good demand for this handy, little farm helper.

A Hart-Parr Catalog

The Hart-Parr Co., Charles City, Iowa, recently issued an interesting catalog describing the New Hart-Parr "30," as produced by the founders of the tractor industry. The development of the oil tractor idea is outlined, and pertinent information given on what the farmer really requires in a tractor. Belt horsepower tests showing the efficiency of the New Hart-Parr are tabulated, along with views of the famous "stunt" of this tractor raising itself by its own power. Excellent illustrations show the engine, transmission, differential

and other parts of the tractor, while the Dray kerosene stunt is explained by a diagram. The Hart-Parr is shown in operation in the field by a series of views, and this tasteful, little catalog concludes with interior views of departments in the Hart-Parr factories.

Treating Twine for Insect Protection

The South Dakota Agricultural College is experimenting with mixtures in which it is proposed to soak binder twine to make it insect-proof. Up to the present no liquid gives any guarantee of efficiency.

The college recommends that farmers try soaking some of their twine in a solution of copper sulphate, made by dissolving one pound of the material in six gallons of water in a wooden tub. The twine should be soaked at least twenty-four hours. Before using the twine the farmers are urged to dry it thoroughly.

The Case Motor Cultivator

The J. I. Case Plow Works, Racine, Wis., announces the latest addition to its line of tillage implements.

The Case Motor Cultivator is the answer to the demand for a cultivator that would work with the same efficiency as others in the Case line of implements.

This splendid addition to Case tillage tools has ample power and is easier to handle than a team of horses. Its large driving wheels are well adapted to a wide range of soil conditions.

Stickney Engines in Canada

The Stickney Motors Co., Ltd., has been incorporated at Peterboro, Ont., with a capital stock of \$1,500,000 to manufacture tractors, trucks and gasoline engines. The president of the company is Chas. A. Stickney, for many years head of a gas engine concern bearing his name at St. Paul, Minn. The new company will utilize the plant formerly occupied by the Canadian Cordage Co.

High Freight Expenses

At a recent meeting in the John Deere Plow Works, Moline, Ill., L. R. Clausen, acting vice-president of the company, stated that the freight expenses of Deere & Co. have increased 42 per cent since U.S. Government control of the railroads in that country went into effect.

The eleventh commandment: Know thy cost of doing business.



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

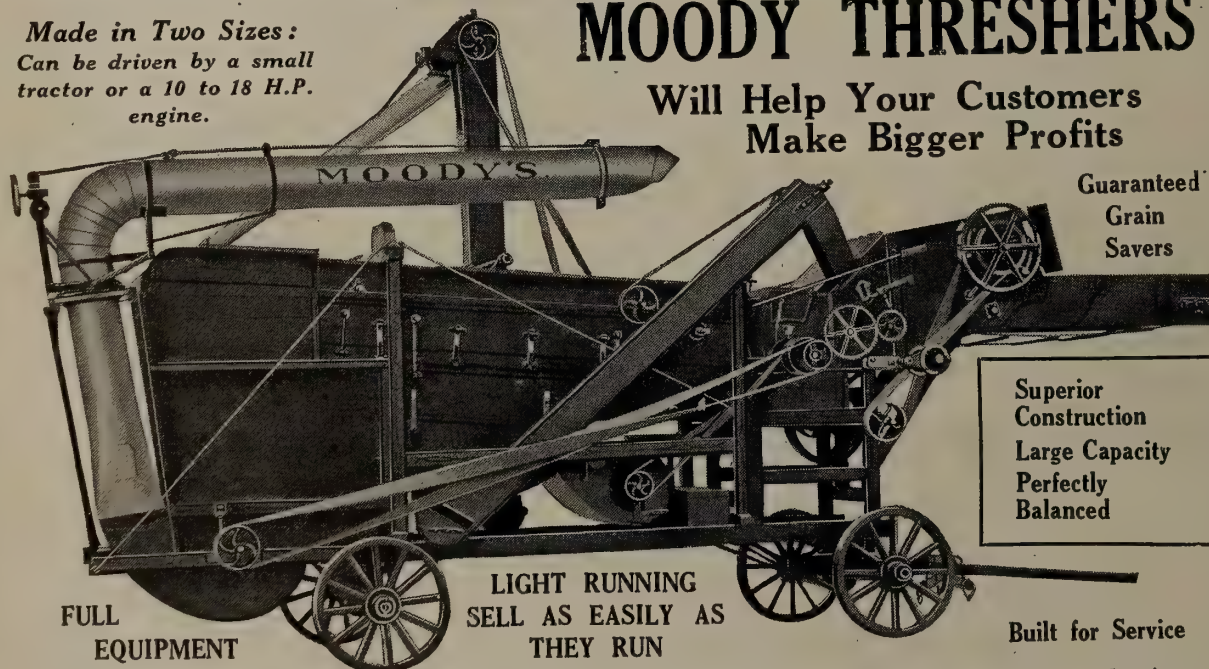
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Made in Two Sizes:
Can be driven by a small tractor or a 10 to 18 H.P. engine.

MOODY THRESHERS

Will Help Your Customers
Make Bigger Profits



Guaranteed
Grain
Savers

Superior
Construction
Large Capacity
Perfectly
Balanced

FULL
EQUIPMENT

LIGHT RUNNING
SELL AS EASILY AS
THEY RUN

Built for Service

The dealers who handle Moody Threshers have no kicks from customers about wasting grain or poor cleaning. Nor have they complaints about repair outlay. Moody threshers do the work quickly, perfectly, under all conditions. They have remarkable capacity and clean the grain ready for market. Strong—they stand the pull of the tractor and the load of the heaviest crop. All weed seeds are bagged separately—an exclusive Moody feature. Cylinder, beater, straw deck, shoe, elevator, straw carrier, sacker—every part is guaranteed Moody quality. There are tractor owners all around you who will want small threshers this fall. Meet the demand and increase your profits by selling them the Moody. Specify your requirements—NOW.

Distributors:

New Home Machinery Co. Ltd., Saskatoon
Francoeur Bros., Camrose and Edmonton
Mitchell's Hardware Ltd., Brandon

ASK FOR CATALOG,
PRICES AND
AGENCY OFFER

PROVINCIAL EXHIBITION

Brandon, Man., July 21st to 26th, 1919



A BIRD'S EYE VIEW OF THE MACHINERY DISPLAY AT BRANDON FAIR

MANITOBA'S ONLY BIG EXHIBITION

The Exhibit of Farm Machinery and Implements will be worth coming hundreds of miles to see. "It's where Manufacturers and Farmers meet and do business." The Live Stock Exhibit will be the best ever seen at Brandon.

HORSE RACES, AUTO RACES, AUTO POLO, PLATFORM ATTRACTIONS AND MIDWAY

Aviation Flights, with passenger carrying machines, operated by Captain McCall, and Captain May. Also "Stunt Flying" by one of the best expert Flyers on the Continent.

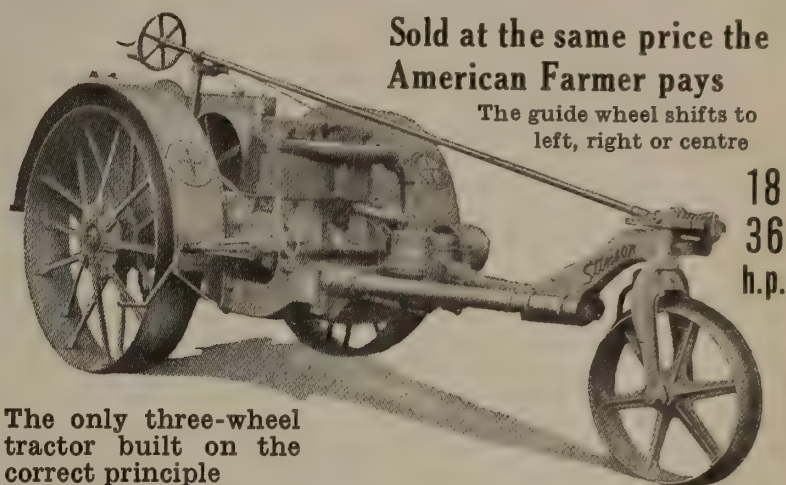
"IT'S THE FARMER'S ANNUAL HOLIDAY WEEK"

Special Exhibition Rates on all Railroads.

Write for Prize List

W. DOWLING,
President

W. I. SMALE,
Sec'y. and Manager



Sold at the same price the
American Farmer pays

The guide wheel shifts to
left, right or centre

18
36
h.p.

The only three-wheel
tractor built on the
correct principle

STINSON

We need a few more live agents in Manitoba and Alberta for this substantial, successful tractor. Every Stinson dealer so far is well satisfied with the business he is getting because this is a tractor that can be sold with a clear conscience.

Main Features of the Stinson are:

Adjustable guide wheel, 3,000-lb. drawbar pull at 3 miles per hour. Works best on Kerosene, pulls 3 to 4 plows according to soil, 85 per cent weight on drive wheels. Every gear enclosed, and running in oil. Get catalog giving full details and specifications.

Write to-night for proposition.

MARTIN & PHILLIPS

Sole Manufacturers and Distributors for Canada

Medicine Hat—"The Tractor Centre of Canada"—Alberta

The Dealer is Known By The Class of Goods He Sells

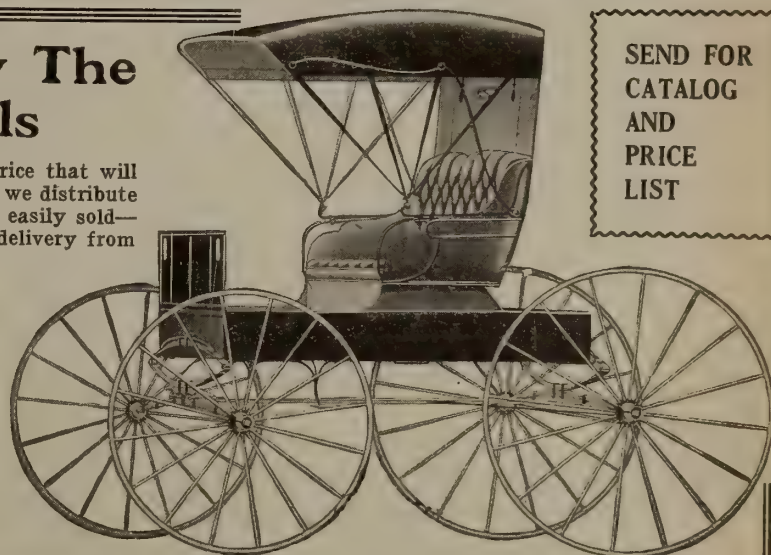
Your business requires Quality Goods, at the right time and at a price that will meet competition while assuring you quick, profitable sales. The lines we distribute have a Dominion-wide reputation for value and efficiency. They are easily sold—and stay sold. Our ideal is Prompt Service. We guarantee prompt delivery from our Regina Warehouse.

Conway Lines for Fall Trade

Our Complete Line, listed below, includes:

Conway Line Puggies	Munro & McIntosh Buggies
Heney Harness and Blankets	Viking Cream Separators
Woodstock Wagons and Sleighs	Ford Commercial Bodies

Now is your opportunity to stock for the Fall demand for wagons, sleighs, harness, blankets and cream separators. Our commercial bodies are made in all types. They sell in town and territory. Our prices are right.



SEND FOR
CATALOG
AND
PRICE
LIST

Dealers: Pay us a visit during Regina Exhibition, July 28th—August 2nd

We will be glad to see you and to have you investigate our complete line. Come in and convince yourself regarding the quality of our goods, and the service we can give you. Old friends and new, we want to meet you. Make our office your headquarters during the Exhibition.

You can do more and better business handling the Conway Line. Let us show you why. If you will not be in the city, write us for our catalog, price lists and attractive sales proposition. Remember, WE SHIP PROMPTLY.

Sold Exclusively in Saskatchewan by

THE BERT CONWAY ESTATE

Corner Albert and South Railway Streets

Box 33

REGINA, SASK.



Canadian Tariff Changes

The following are the provisions of the Customs Tariff Resolutions held to be in effect on and after June 6, 1919, as affecting the implement industry. The percentages cover the British Preferential Tariff, the Intermediate Tariff and the General Tariff.

Cultivators, harrows, horse-rakes, seed-drills, manure spreaders and weeders and complete parts thereof—British, 10 p.c.; Intermediate, 15 p.c.; General, 15 p.c.

Plows and complete parts thereof—British, 10 p.c.; Intermediate, 17½ p.c.; General, 17½ p.c.

Windmills and complete parts thereof, not including shafting—British, 12½ p.c.; Intermediate, 17½ p.c.; General, 17½ p.c.

Portable engines with boilers, in combination, horse-powers and traction engines for farm purposes; wind-stackers, and threshing machine separators, including baggers, weighers and self-feeders therefor, and complete parts of all articles specified in this tariff item—British, 12½ p.c.; Intermediate, 17½ p.c.; General, 17½ p.c.

Hay loaders, potato diggers, fodder or feed cutters, grain crushers, fanning mills, hay tedders, farm, road or field rollers, post hole diggers, snaths; and other agricultural implements, n.o.p.—British, 12½ p.c.; Intermediate, 20 p.c.; General, 20 p.c.

Farm wagons and complete parts thereof — British, 15 p.c.; Intermediate, 20 p.c.; General, 20 p.c.

Freight wagons, drays and sleighs, and complete parts thereof — British, 17½ p.c.; Intermediate, 25 p.c.; General, 25 p.c.

In the list of items exempt from the War Tax of 1915 (7½ p.c.) are the following: Goods imported to be used in the manufacture of mowers, harvesters, binders, and parts thereof. Goods imported to be used in the manufacture of binder twine.

Industrial Congress at Calgary

Western Canada will have a great industrial congress from August 11-16, to which industrial leaders of the continent and also of the United Kingdom have been invited. The congress dates are August 13 and 14 at Calgary, though a trip through the territory will commence at Medicine

Hat and conclude at Edmonton. The purpose of the congress is educational to a large extent along industrial lines, though one of the avowed intentions is to promote and increase the friendly relationships between the United States and Canada and to create a greater unity as between Eastern and Western Canada.

Subjects up for discussion are: Western Markets, Western Industry, Pacific Trade and Transportation Routes, Oriental Commerce, the future alignment as between East and West in so far as manufacturing is concerned, and the great question of building up the Pacific regions and the adjacent inland territory.

Thousands of Canadian and American manufacturers will be on hand. Among those who will speak are Sir Robert Borden, Prime Minister of Canada, Henry Ford, Harold McCormick, head of the International Harvester Co., E. W. Beatty, president of the Canadian Pacific Railway, and Finley P. Mount, president of the Advance-Rumely Company, La Porte, Ind.

More Wallis Tractors to be Built

The Wallis Tractor Co., Racine, Wis., resumed operations on June 1 with a large force and on a greatly increased production schedule. The company has also decided to operate on a straight eight-hour-a-day basis—and for the present will operate one shift. Rates have been established which take into consideration the present living conditions and have been recognized by the employees as eminently fair and entirely satisfactory.

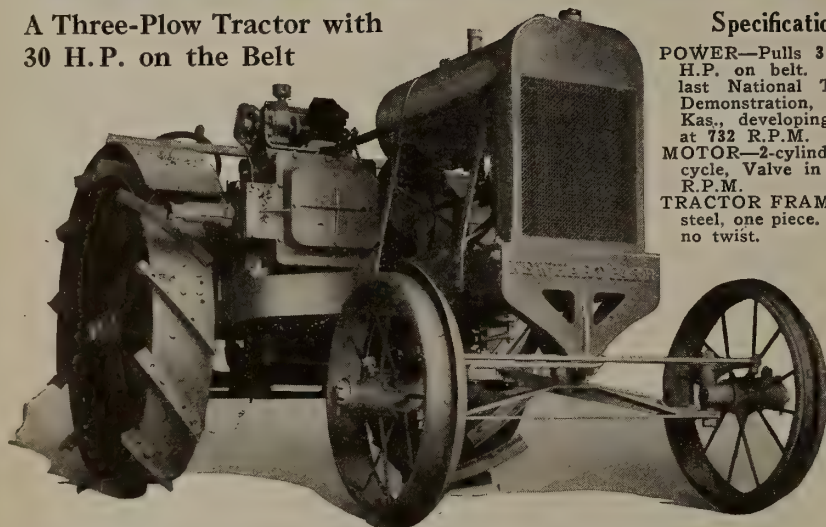
Wallis tractors are handled by the J. I. Case Plow Works, Racine, Wis., whose distributors in Western Canada is the Canadian Fairbanks-Morse Co., through its various branches.

New Matthews Catalog

The Matthews Engineering Co., Sandusky, Ohio, recently issued a 48 pp. catalog covering their line of unit lighting systems. Matthews plants are made in sizes from 15 to 500 lights, for lighting and power purposes. The book is handsomely illustrated, showing the adaptation of electric lighting and power to the farm, nice interior views showing the value of electric lights in the barn and stables. Matthews' full automatic lighting and power plants are direct connected and very compact in design with a range of sizes to suit the demand of all country trade.

The New HART-PARR

A Three-Plow Tractor with 30 H.P. on the Belt



Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.

CARBURETOR—New Dray kerosene shunt.
BEARINGS — SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION — Selective sliding gear.
COOLING DEVICE — Honeycomb radiator—shaft driven pump and fan.
LUBRICATION — Madison-Kipp force feed.
WEIGHT—5,150 pounds.

Maximum Power at Minimum Fuel Cost. The New Hart-Parr Reduces Your Overhead and Nets You More Profits

Economy of operation is a big factor in tractor sales. The New Hart-Parr has proven its supremacy on kerosene beyond dispute. In open competition with 22 other tractors, it developed 37½ H.P. on kerosene, 5 H.P. more than any other 3-plow tractor on the field. And the fuel cost was only .0150 cents per horse-power-hour. It has abundant power for all tractor jobs and a great reserve for any emergency. Burns kerosene as successfully as other tractors burn gasoline—due to the Dray Kerosene Shunt—an exclusive feature. The New Hart-Parr is the sum total of the long experience of the Founders of the Tractor Industry. It is as strong, sturdy and durable as the famous old reliable Hart-Parr's that broke the virgin prairies. Farmers like its economy, excess power, ease of operation and simplicity of design. Its design is not burdened beneath tons of weight. Put the New Hart-Parr to work for you by making it the tractor trade winner of your territory.

Distributors for: New Hart-Parr Tractors, P&O Plows and Tillage Implements, "Superior" Horse and Tractor Grain Drills, Goodison Threshers

ASK FOR LITERATURE

OUR LIBERAL SALES OFFER WILL INTEREST YOU

HART-PARR OF CANADA, LIMITED

Winnipeg Regina Calgary Saskatoon Edmonton

Cletrac

TANK-TYPE TRACTOR

(Formerly known as the Cleveland Tractor)

THAT'S the tractor they are talking about at the post office and down at the station and everywhere that farmers get together.

That's the tractor that is the centre of attraction at every demonstration.

It's certainly a wonderful little machine.

The farmers who have used it say so.

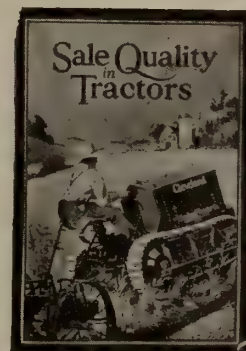
The dealers who have sold it say so.

The engineer who knows what good automotive designing and construction is says so.

The boys who saw it working in the mud in France say so.

That's the Tractor for you to Sell

Don't Wait—Write for Our Proposition NOW



The Cleveland Tractor Co.
of Canada Limited

65 Hydro-Electric Bldg., Windsor, Ont.

World's Largest Producers of Tank-Type Tractors

Send For This Book

It goes at the tractor situation from a new angle. Shows what the market is and why it's bound to grow. Also tells why the Cletrac is best suited for the average farmer's needs, no matter what his soil or crop conditions. Book gladly sent upon request.

Managing Local Tractor Demonstrations

Such is the title of an interesting booklet recently issued by the Hart-Parr Company, of Charles City, Iowa, which points out in a foreword that the local demonstration affords an excellent means of helping farmers to decide which tractor is best adapted to the requirements of the individual.

It is suggested that the manager chosen for the local demonstration should be "neutral," preferably the town mayor, a banker or a lawyer. He should appoint a man to look after the plotting of the land to be plowed, and each tractor, irrespective of size, should be allowed the same size of land.

Plotting the Field

The land should be staked out in as many divisions as there are contestants. Give each division a number starting with one, two,

three, etc., until all of the plots have a number. Then pieces of paper should be cut, each of the same size with each of the contestant's name on, put into a hat and the manager of the demonstration be blindfolded and draw out the names; the first drawn to be given plot 1; the second plot 2, etc.

The man who has charge of the plotting of the ground should have a tractor make a furrow across the starting head land about thirty feet in from the end. This furrow to be the starting place for all tractors, their front wheels to be in this furrow when the flag is dropped.

Stakes should be driven at the starting head land dividing each land, and corresponding stakes at the opposite end of the field, these stakes to be driven at the right hand side of the land to be plow-

ed by each contestant. There should then be a row of stakes about two hundred yards apart and lined up accurately with the two end stakes, this so that the driver of the tractor in making the first furrow across the field will be able to drive in a straight line. When the opposite end of the field has been reached, each tractor should turn to the left.

Fuel and Oil Supply

Each contestant participating in the demonstration should run his tractor to the head of his land, then the man appointed to apportion the fuel should fill the fuel tank of each tractor full. After the tractors have plowed their land, the fuel man will measure out so much fuel in a can and weigh it and will then fill the tank on each tractor full again, weighing the amount of fuel put in. If there is any fuel left over in the can, this should be weighed back and credited against the amount of fuel given to this tractor, then the amount of fuel put in the tank at the end of the run, allowing 6.66 pounds per gallon, will be the exact amount of fuel used by each contestant. The lubricating oil should be accurately measured to each contesting tractor, preferably in a one quart can. A correct account of the fuel and oil given to each tractor should be made, fuel to be charged to the tractors at the same rate to all per gallon but lubricating oil to be charged at the market price of the grade of lubricating oil that is used.

Time and Speed

A man should be appointed whose sole duty is to keep track of the time taken by each tractor in finishing the land allotted to it. No time should be deducted for any stops. A man should also be appointed to investigate the different motor speeds, and in no case should he permit an excess of rated motor speed of over 10 per cent. If contestant does speed his motor beyond that limit and will not reduce he should be ruled off the grounds.

Depreciation of Tractors

The booklet quotes Prof. Yerkes as figuring a depreciation of 42c. per acre, with a \$1,400 tractor, or .0003 per acre on each dollar of purchase price. With this data at hand it is fair to all concerned that this be also figured in the cost per acre. In other words, take the selling price of each tractor, multiply it by .0003, and you have the depreciation per acre to be added to your cost.

The labor cost can be computed at the rate of 40c. per hour. The

number of acres plowed per hour divided by cost per hour will give labor cost per acre.

The Demonstration Record

A card should be prepared with spaces provided for the following data in relation to the demonstration:

Name of tractor and price. Speed of motor and rated horsepower. Plows pulled. Acres plowed. Time elapsed.

Fuel used—Kind, number of gallons, price.

Oil used—Kind, amount, price.

Average depth of plowing in inches. Cost of fuel per acre. Cost of labor per acre. Cost of oil per acre. Cost of depreciation per acre. Total cost per acre plowed.

Syndicate Purchasing

In Western Canada every little while we hear of another effort at syndicate buying. In the States this movement is also common and one hears, says Farm Implement News, of dealers who kick themselves because they paid good money for a share that was meant to entitle the owner to alleged low prices. Our contemporary, analysing the present experience in connection with such schemes, continues:

The alluring thing about these syndicate buying schemes has been that certain classes of goods sold to some extent by the implement trade were obtainable at prices which apparently were lower than the dealers could obtain in regular trade channels. No doubt lower prices were made in some cases, but in many others the dealer's cost, all things considered, was about the same as it would have been had he bought in the regular way. The effect of the war on prices has materially reduced the number of opportunities to obtain syndicate goods at lower prices than the regular trade affords.

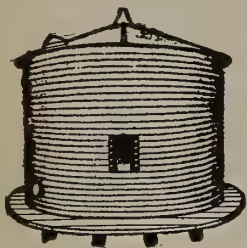
The "Associated" Tractor

The Associated Manufacturers Co., Waterloo, Iowa, manufacturers of the well-known line of Associated engines, announce the production of the "Associated" 12-24 h.p. tractor. This tractor has a four-cylinder vertical motor designed and built by the Associated Company specifically for kerosene and equipped with a mechanical lubricator. In fact, the entire machine seems to have been built by the Associated Company, with the possible exception of a few accessories.

He who lacks courage has no place in present day business. Spend money for advertising.

MAX

Portable Corrugated Granaries BRING DEALERS BIG, PROFITABLE BUSINESS



Fifteen years' experience in building granaries for the West Canadian trade, assures dealers a product that will give satisfactory service. MAX Granaries are made in two sizes—850 and 1,000 bushels. Proof against fire, lightning, vermin and damp. Durable, strong and low in price. Shipped knocked down. Send your probable demand NOW, and let us quote you.

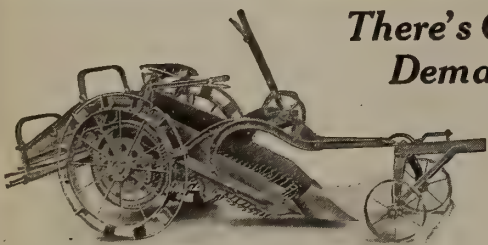
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Winnipeg Ceiling and Roofing Co., Limited

Manufacturers of Sheet Metal Building Goods and Farm Specialties

P.O. Box 3006 F.I. 219

Winnipeg, Man.



*There's Going to be a Great
Demand this Fall for*

**ASPINWALL
Potato Diggers**

We are Distributors for the famous Aspinwall Line of Potato Machinery
A large stock on hand of

**PLANTERS, SPRAYERS, DIGGERS and CUTTERS
CORN PLANTERS and SORTERS** Repairs a Specialty

A large shipment of Aspinwall Potato Diggers has just been received. Let us know your requirements at once. We guarantee prompt shipment. There is a great demand for diggers this year, and we can supply you on short notice. Aspinwall Diggers are the world's standard.

DEALERS: WRITE OR WIRE YOUR ORDERS NOW

WILLIAM EDDIE

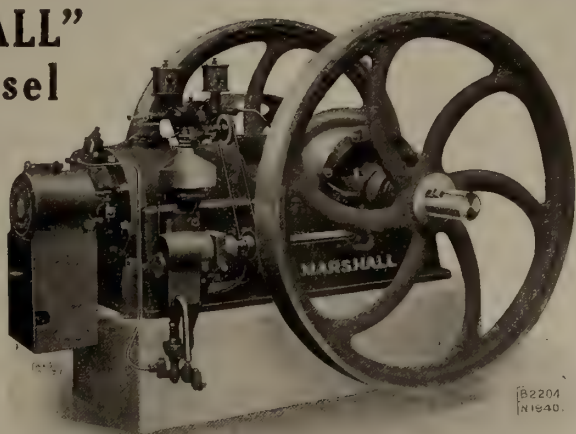
Farm Machinery Distributor

175-179 PRINCESS STREET

WINNIPEG, MAN.

"MARSHALL" Semi-Diesel Crude Oil Engines

Sizes in stock: 10-12-16 and 20 B.H.P. The most efficient engines for electric lighting, pumping, sawing, flour mills and all heavy service. The farmer wants plenty power. Sell him a "Marshall" — real power economy. Automatic ignition. Easy starting. No poppet valves. Magneto or battery ignition. Ask for full particulars and prices.



**"Marshall" Tractors and Engines are
British Built and British Quality
Foremost for Service—in Peace as in War**



Dreadnaughts of the Prairies

Made in two sizes: 16 Draw-bar H.P. with 30-55 H.P. on the belt, and 32 Draw-bar H.P. with 60-70 H.P. on the belt. For economical plowing, road grading or belt work, the biggest tractor value sold. Our tractors are built like a battleship and run like a watch. Low fuel consumption; dependable. The dealer's profits are not absorbed by service as is often the case. Get special catalogue and investigate "Marshall" quality.

Dealers: Pay us a visit during Saskatoon Fair. We are located on Eleventh St. West and will be glad to show you our lines.

LITERATURE, PRICES AND PROPOSITION ON REQUEST

MARSHALL, SONS & CO. (CANADA) Ltd.

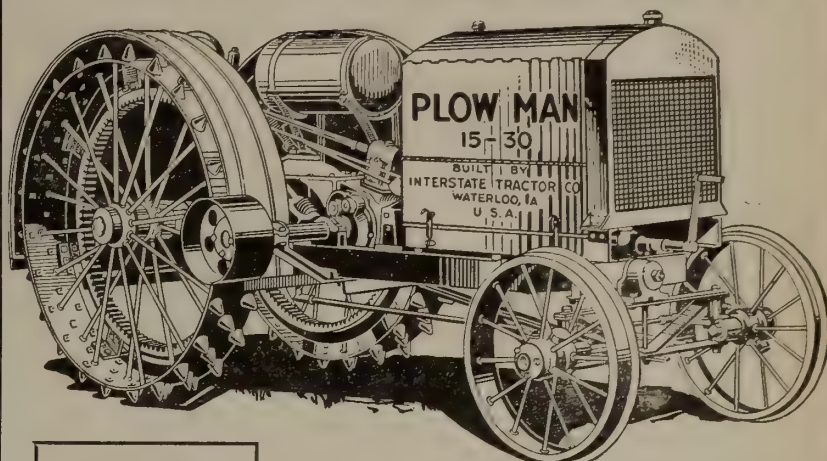
P.O. Box 1564

(ENGINEERS)

Phone: 3393

SASKATOON, SASKATCHEWAN

New Service For Plow Man Dealers



MAIN DETAILS

of PLOW MAN

Two sizes: 2-3 plow; 3-4 plow. Channel steel frame, special wheels, heavy duty motor (kerosene), flyball governor, Hyatt bearings. Rim drive, short turning, weight less than 5,000 lbs.

The Plowman Tractor Company, Limited, Regina, is an associate Company of the Minot Auto Co., Inc., of Minot, N.D., who have bought the factory of the Plow Man Tractor (The Interstate Tractor Co. of Waterloo, Iowa), and from now on every "Plow Man" Dealer can be sure of the strength and backing of this large, reliable Company. Excellent service will be given so that purchasers and dealers may benefit to the utmost.

Write to-night for proposition.

PLOWMAN TRACTOR CO., LIMITED

Cor. 7th Avenue and Halifax St. :: :: Regina, Sask.

GREGG WAGON AND IMPLEMENT WOODS

LEADERS IN VALUE, MATERIALS, QUALITY, FINISH. IN DEMAND EVERYWHERE

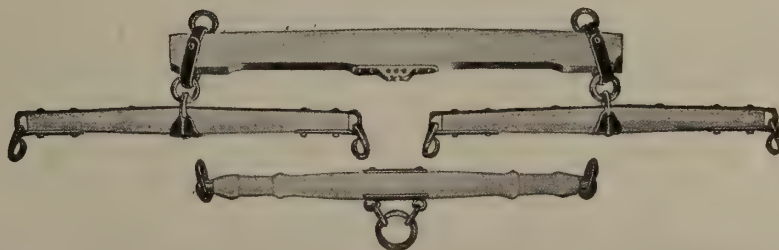
We Manufacture:

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4 - Horse Hitches, 3 - Horse Wagon Eveners, 4 and 5 - Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners.

WAGON HARDWARE
Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

*Gregg Goods are
Absolutely Guaranteed
Against Defective Materials and Workmanship*

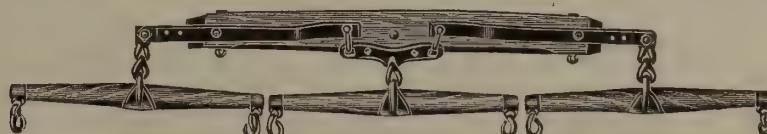
Remember—"If it Comes from GREGG
it Must be Good"



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS



FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT



COMBINED TWO AND THREE-HORSE EQUALIZERS

ASK FOR ILLUSTRATED CATALOG AND PRICE LISTS

GREGG MANUFACTURING CO., LTD.

Winnipeg, Manitoba

WHEN YOU ORDER ASK YOUR JOBBER FOR GREGG GOODS

Leading jobbers handle our lines. Send them your requirements.

Our lines are made up to a standard—not down to a price. It pays the dealer—in satisfaction, prestige, profits and repeat orders to sell wood goods of superior quality, made only from the best procurable stock.

We have one of the largest hardwood stocks in the Dominion. Every item we make passes stringent inspection tests. Paint and varnish hide no defects in Gregg Goods. In strength, wearing quality and tough endurance under the hardest service, our wagon and implement woods give unvarying satisfaction—hence repeat orders to Gregg Dealers.

*Get Your Fall Stock
Now*

The New Twin City Thresher

The Twin City all-steel thresher is the latest addition to the power farming machinery line of the Minneapolis Steel & Machinery Company, Minneapolis, Minn. These all-steel threshers are now being produced in two sizes, 22x42 and 28x48, and as they are strictly farmers' outfits, embodying many new features for grain saving and clean separation, it is not surprising that the big plant at Minneapolis is finding difficulty in producing enough machines to meet the demand. The company announce the following features in connection with their threshers:

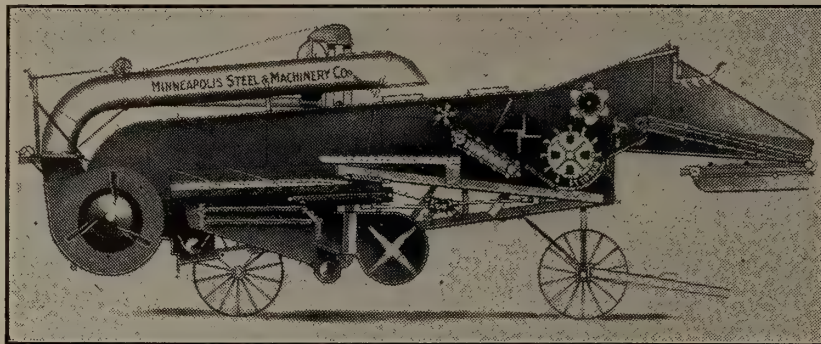
By the use of triple tandem chaffers — applied for the first time in this thresher — an extra large separating area is provided,

totalling 84 square feet in the case of the 22x42 machine. The advantage of this is apparent to every farmer.

Auxiliary Cylinder Used

Another entirely new and exclusive feature of the Twin City thresher is an auxiliary cylinder, where unthreshed heads and tail-

through the machine, there is no chance for bunching. The chaffers and sieve are adjustable. This means that no changing of sieves is necessary, and, says the manufacturers, it is only a minute's work to get the necessary mesh to successfully handle and clean all kinds of grains and seeds.



Skeleton View of the New Twin City All-Steel Thresher.

ings are re-threshed. This auxiliary cylinder is an important grain saving feature because it delivers the threshed tailings, not back into the straw, but direct to the grain pan for cleaning.

Experience has shown that threshers to be used with tractors must be properly fed. To do this, the Twin City has been equipped with a special feeder controlled by a sensitive high speed Pickering Governor, which regulates the volume of grain that is fed to the cylinder. This feeder is also equipped with a special spreading cylinder with skew blades, which spreads the bundles the full width of the cylinder, so that the machine can be fed to full capacity all the time without the slightest danger of choking.

The straw racks are equipped with fishbacks and lifting fingers, and as the travel of the straw is increased as it passes rearward

Of course, the big important feature of the Twin City thresher is it is all-steel construction, and just as the manufacturers justify their claim to superior mechanical construction, it is logical to assume they are correct in asserting that the Twin City all-steel thresher means life-time service. The all-steel construction, they state, overcomes the old time complaint of decay, impossible to get rid of with the best of wood construction that is always subject to the troubles of warp and rot.

Very Accessible Design

The accessibility of the Twin City thresher is unusual. All bearings are on the outside and may be oiled while the machine is in motion. The wind stacker is on hinges, and it is only necessary to loosen three bolts to swing it clear and give immediate access to the inside.

Much thought and the best practical engineering skill has been used in the production of this machine. It is well balanced

in every respect, and its favorable reception by farmers and dealers indicates that its many new practical features are appreciated.

Specifications of 22 x 42

The length of cylinder is 22 ins. and diameter 23½. It has 72 teeth and 12 bars. The cylinder shaft diameter is 2¾ ins., and the drive pulley face is 9 ins. wide. Pulleys can be furnished in sizes from 7 to 14 inch diameter. The cylinder has a normal speed of 1050 R.P.M. The straw rack area is 19¼ sq. ft., and the auxiliary rack 14 sq. ft. The grain pan is 8 ft. long, while the chaffer in shoe has an area of 21 square feet. The chaffer in grain pan has an area of 3½ sq. ft. The first concave has 12 teeth, the second 17 and the third 9. Grate surface under cylinders is 2½ sq. ft., and the grate surface back of cylinder over 3 sq. ft. In the inclined chain rake a grate area of over 8½ sq. ft. is provided.

The big plant of the Minneapolis Steel & Machinery Company at Minneapolis is now actively engaged in the production of power farming equipment for, in addition to Twin City threshers, they are now producing five sizes of Twin City tractors, from the "12-20," with its powerful four-cylinder, sixteen-valve engine, up to the Twin City "60-90," which is said to be the most powerful tractor in the world. We also understand that in the immediate future there will be a line of Twin City trucks for agricultural purposes.

Anti-Friction Bearings Adapted to Windmills

The past few years have seen great improvements in every type of farm machinery, but the most marked development is the great adoption of anti-friction bearings. Beginning with the tractor, we find anti-friction bearings used in heavy duty machines, such as threshers, binders, wagons, feed cutters and plows. Now a manufacturer in the United States announces an eight-foot windmill equipped with roller bearings.

According to the manufacturer's statement, with anti-friction bearing equipment there will be no more perilous climbs up the tower in a gale to oil a faulty bearing that had run dry and bound thereby hindering the operation.

This advantage in itself would warrant the use of anti-friction bearings, but in addition—due to the reduction of friction—the power of the mill is materially increased for pumping or any other purpose.

PETERS PUMPS

Give More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters' Pump Proposition for 1919

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited
Saskatoon WINNIPEG Calgary

PUMPS

AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



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The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

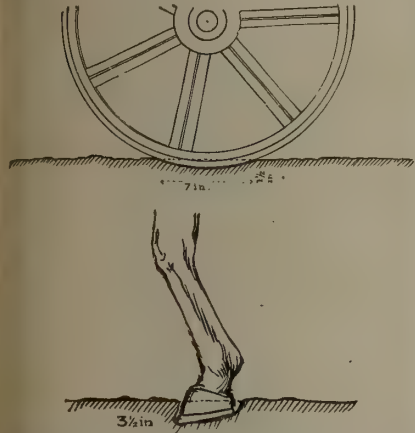
T. N. WILLIAMSON W. J. MERRELL
Phone 607

19-6th Street Brandon, Man.

Tractor Wheel vs. Hoofs in Soil Packing

The old objection to tractors—that they packed the soil to a damaging extent—has been disproved by the experience of farmers who use them, but it remained for a statistician to figure out that the soil packing done by hoofs is actually damaging where wheel packing is not.

In the first place, the surface affected by the hoof is subject to a greater relative pressure than that touched by the wheel. Taking as an example the 5050-lb. Case-10-20 tractor, it was found that 65 per cent of the machine's weight rested on the drive wheels,



Showing the relative effect of pressures of tractor wheel as compared with horses' hoof.

seven inches of their circumference usually is in contact with the ground. Since the combined tire width of the two drive wheels is 32 inches, multiplying 32 by 7 gives the square inches of drive wheel touching the ground; in other words, the ground on which 65 per cent of the tractor's weight is borne, totals 224 square inches.

Sixty-five per cent of the tractor's weight is 3282.5 pounds. Distributed over 224 inches this means a pressure of 14.6 pounds to the square inch.

The area under a horse's hoof is about 35 square inches. And taking a horse of 1400 pounds weight, figuring that while pulling, two feet bear his weight at a time, the pressure on the hoof prints is 1400 divided by 70, the dividend indicating 20 pounds pressure to the square inch.

Now tests have shown that the 20 pounds pressure means harmful packing, but that pressure of a few pounds less causes no serious damage.

Of course, it may be pointed out that the horse's hoofs do not cover as much ground as the tractor wheels. But that is no advantage, because the animal weight is concentrated on less relative surface. The hoof of a horse frequently penetrates into plowed soil from 2½ to 3½

inches where the burden-bearing tractor wheels may cause a depression of 1 to 1½ inches, according to observations. The depth of the hoof-print, therefore, places the hardened soil surface beneath the lowest point reachable by the teeth of a harrow following the horse, though the depression made by the tractor wheel is thoroughly scratched.

Engine Association Elects Officers

At their recent convention the National Gas Engine Association elected the following officers to serve the association during 1919-1920: President, L. M. Ward, Cushman Motor Co., Lincoln, Neb.; 1st vice-president, Theo. Menges, Associated Mfgs. Co., Waterloo, Ia.; 2nd vice-president,

Henry Kennedy, Lalley Electro-Lighting Corp., Detroit, Mich.

O. M. Knoblock, Chicago, Ill., who has served the association as treasurer for several years, was re-elected by acclamation. No secretary was elected at the meeting, since it was decided to fill the vacancy left by the resignation of H. R. Brate, Lakemont, N.Y., by a member specially chosen.

KINGSTON CARBURETORS

Recognized Standard for Tractor Use

THE FACT OF KINGSTON DOMINANCE in the tractor carburetor field has been accepted for the last decade. Kingston carburetors are the recognized standard for tractor use, because they are specifically manufactured for tractor needs. Kingston carburetors are better to-day—stauncher, more dependable and more economical—than they have ever been before.

The experienced farmer demands a tractor equipped with a Kingston carburetor.

To-day Kingston carburetors are in use on more than 80 per cent. of all tractors—of all tractors—and this percentage is steadily increasing. Think what this means! Out of every hundred tractors eighty are Kingston equipped, and all other carburetors are distributed among the remaining twenty.

Thus it is that a carburetor built specifically and solely for the tractor is the one carburetor that exactly meets tractor demands. Get better acquainted with the Kingston.

WE WILL BE AT WICHITA

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

J. H. G., Alta.—Baker valves were formerly made by the Baker Valve Co., Winnipeg, who have discontinued business. No other Baker type valve is made in Canada. The steam engine manufacturers supply spring or balanced valves for their individual machines. If you send a template of valve face, and make and size of engine to the Baker Valve Co., 28th st., and Cedar ave., Minneapolis, Min., they should be able to supply a valve to suit the requirements of the steam engine owned by your customer.

J. L. B., Sask.—To handle short grain a flax attachment should be of use. Most binder companies manufacture these. For attachment for a Deere binder, write the John Deere Plow Co., Regina. What you require is evidently a hay buncher. There are no firms in the Canadian West who handle these, so far as we are aware. The following concerns manufacture this type of attachment:—Acme Harvesting Machine Co., Peoria, Ill.; Eckhardt Mfg. Co., St. Paul, Minn.; F. Blocki Co., Sheboygan, Wis.; Gaterman Mfg. Co., Manitowoc, Wis.

C. J. M., Sask.—Most mower manufacturers produce brush cutter bars for their machines. The Baker Mfg. Co., Springfield, Ill., make a special sage

brush cutter. The Eagle Mfg. Co., Dauphin, make a machine that would handle heavy scrub. They have discontinued operation but a machine may be procurable. Write J. R. Eagle, Dauphin, Man.

J. A. T., Man.—To obtain repairs for a Stoughton wagon, write the manufacturers, the Stoughton Wagon Co., Stoughton, Wis.

A. & S., Man.—New plates for a 12-inch Joilette feed grinder can be procured only from the makers, the Joilette Steel & Iron Foundry Co., Joilette, Quebec.

B. & G., Sask.—You can obtain repairs for an American well drill by writing the American Well Works, of Canada, at Chatham, Ont.

A. O., Man.—The "Defiance" is a plow made by the La Crosse Plow Co., La Crosse, Wis. Repairs can only be had direct from factory.

J. G., Alta.—Repairs for the Barker weeder and mulcher for garden use, and new machines can only be secured from the Barker Mfg. Co., David City, Nebraska. Write them direct.

B. T. T., Man.—You can obtain repairs for an old style Champion mower by writing the International Harvester Co. of Canada, Winnipeg.

J. A. C., Alta.—For repairs for an old style Woods mower, write direct to the factory, Walter A. Woods Co., Hoosick Falls, N.Y. Old style repairs are not carried at any near point.

E. McA., Man.—The Massey-Harris Co., Winnipeg, carry some repairs for Olds engines. Specify your requirements to them. For valves for an old style Flour City tractor, write the Kinard Mfg. Co., 44th Ave. N., Minneapolis.

R. H., Sask.—Brass crank box and pin for Baker windmill can be secured from the Heller-Aller Co., Windsor, Ont.

Stock four-square to living prices.

The Avery Tractor Hitch Book

A book that will prove exceptionally useful to Avery tractor owners and valuable to dealers is the Avery tractor hitch book just issued. The book endeavors to illustrate and describe the method of attaching the tractor to various kinds of tools for doing nearly every kind of traction and belt work for which the machine is used.

Receivership for Maxim

The Maxim Munitions Corporation, which was formed in 1915 with \$10,000,000 capital to take over the inventions of Hudson Maxim and which in June, 1918, announced its intention of making and marketing a farm tractor as well as acting as domestic and export distributor for the trucks manufactured by the Dart Motor Truck Co., has been placed in the hands of a receiver.

A New Automatic Clevis

The Greer Automatic Safety Release Clevis for use with tractor plows is announced by the Erwin Greer Automobile Co., 1515 Wabash Ave., Chicago, Ill. The clevis which weighs only 17 pounds, is a hitch that automa-

tically uncouples the plow from the tractor when rocks, stumps, roots or other obstacles are encountered. It saves the plow, beam and tractor from breakage. It is instantly adjusted to two, three and four bottom plows. The manufacturers claim it is the handiest and simplest uncoupling device on the market.

Parrett Offices Moved

Announcement has been made of the removal of the executive offices of the Parrett Tractor Co. from Chicago to the factory at Chicago Heights, Ill.

A New Tractor Motor

The Gray Motor Co., Detroit, Mich., has expanded its line by the production of a four-cylinder motor designed for trucks up to two-ton capacity and tractors of the two-plow size. The piston displacement is 192.4 cu. in.

The new Gray motor has been designed with a special view to handling the present low grade fuels economically, and to this end there are two hot spots in the cylinder head, the intake being heated as it passes the exhaust passage both on top and bottom.

Is your display attractive?

WHY NOT TAKE ADVANTAGE OF OUR SERVICE?

*Covering the Tractor
Truck, Implement
and Farm Equip-
ment Industries*

**CANADIAN
FARM IMPLEMENTS**

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Year. Are you a
Subscriber?*

Western Canada's Only Implement and Tractor Trade Journal

Manufacturers and Distributors

We are the most valuable advertising medium serving the implement, tractor and farm equipment dealers in the largest agricultural territory in the North American Continent—a field with an enormous potential demand for your lines. Our record is one of steady advancement. Our advertisers recognize the position, prestige and leadership we hold in Western Canadian territory. We are justly proud of the class of advertisers represented in our pages. As a profitable medium we offer you an unequalled opportunity. Our aim is to serve you, to help increase your demand. We invite your enquiry. Add our name to your list of advertising mediums.

Rates and Information upon Request

Implement Dealers

In your business it is vitally essential that you keep in contact with every side of the tractor-implement trade—industrial, Commercial and technical. Our Information Bureau offers you invaluable Free Service in locating repairs and special lines. Use this section; it is for your assistance. Editorially we give news of the trade when it is news. Did you get a copy of our Tractor Directory? If not, write.

The renewal of many subscriptions falls due within the next two months. Are you prepaid? We do not want you to miss an issue of the only journal published solely in the interests of the dealers in the Canadian West. The subscription price is only One Dollar.

Don't Let Your Subscription Expire

Canadian Farm Implements, 812 Confederation Life Building, Winnipeg, Man.

Build an Enduring Trade Success on Titan and International Tractors



TRACTOR is useful only as it furnishes cheap, dependable power for all the other machines—drawbar and belt. The best tractor is the one that works with the most machines, wears longest, needs fewest adjustments, costs least to operate and gets all possible power out of cheap fuel.

Owning all these essentials, TITAN and INTERNATIONAL KEROSENE TRACTORS have, season after season, become a more familiar sight on farms the country over. Many a dealer has built an enduring trade success on these tractors as a foundation.

Whether out in the field doing a good job of plowing, disking, drilling, harvesting, furnishing cheap power at the belt, hauling crops to market, leveling roads, clearing land, uprooting trees, stumps and hedges, owners of these tractors are getting their work done in the most efficient way at the lowest possible cost.

Right now, when rising markets call for large yields, sales in TITANS and INTERNATIONALS are rising. With the sale of one of these tractors you are able to furnish what every tractor owner must have—Service. When things are humming and your customers are geared up to the top notch with a vision of a bumper crop ahead, to be without service is a serious matter. This is why we have 16 branch houses in close touch with local agents. The branch nearest you will not fail you, whatever the emergency.

Our tractors for West Canada are made in these sizes: 10-20 and 15-30 h.p. Both operate on kerosene, or any other oil fuel down to 39 degrees Baume. Full information as named below.

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WESTERN BRANCHES
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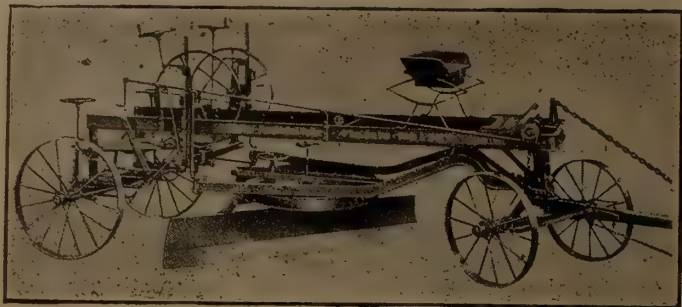
INTERNATIONAL 15-30



TITAN 10-20



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Good roads increase farm values, make your customers richer and allow them to come to town oftener for required equipment and supplies. Good roads are a necessity in every community. Meet the demand in your territory for road-making machinery by handling our lines. You will profit now—and in the future, by increased business. We sell a complete line of

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OUR PROPOSITION WILL INTEREST YOU. ADDRESS

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Lead in Efficiency and Improvements

Bull Dog
Mills are
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in five sizes:
24, 32, 40,
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Capacities:
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Here we show
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32-inch Bull
Dog, with
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There's a
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The New Improved Bull Dog Mills are equipped with a Force Feed Roller and Special Weed Screen.

The Force Feed Roller is a wonderful improvement in these machines. It gives a perfectly even feed of grain over the sieves. Another improvement for the coming season is a Weed Screen Sieve, which makes the Bull Dog Mill absolutely dustless, and gives results in separation found on no other fanning mill made. Let us send you full particulars of the NEW IMPROVED BULL DOGS. These practical improvements will appeal to your customers and mean bigger business for Bull Dog Dealers.

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S.A.E. Rating—Actually Give 15-25 H.P.

The E-B 12-20 is S.A.E. rating—that is only 80 per cent the actual power it develops. Your customers buy 12-20 h.p. but get 15-25. Four-cyl. motor, 4 3/4 x 5. K.W. high tension ignition, with impulse starter. Bennett carburetor. Modine radiator. Pump and splash lubrication. E-B. exclusive transmission, on Hyatt roller bearings, is perfectly enclosed. All gears, including final drive, are absolutely dust and dirt proof. Auto type control; easily handled. Built and finished to give strength and service. Weight 4,600 pounds. Send for descriptive literature.

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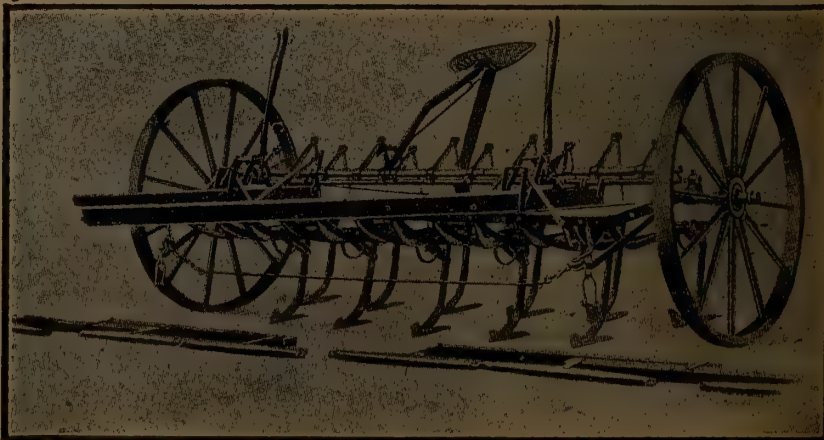
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We Handle Disc and Moldboard Plows, Tractors, Engines, Manure Spreaders, Hay Machinery, Wagons, Trucks, etc. Ask for Literature



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CANADIAN FARM IMPLEMENTS

VOL. XV., No. 8

WINNIPEG, CANADA, AUGUST, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 Cents

UNION BANK OF CANADA

Established 1865

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Reserve Fund 3,600,000
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This small hand power cutter is a quick seller to farmers who feed only a few head of stock. Strongly built, it has a 7½ inch mouth, feed rolls, fly wheel and two knives. Has spring feed roll pressure. Handle on knife wheel supplied as extra. Get our special price on these.

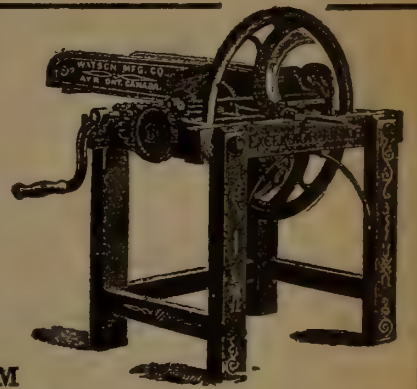
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Suitable for hand or power. Has 9 inch throat and two handles. A 12 x 4 inch pulley supplied as extra. One lever starts, stops and reverses. Cuts ½ to 1¼ inch by changing sprockets. Capacity ½ to ¾ ton per hour. Swinging feed box. Finest English steel knives. This machine is in great demand.

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SEASONABLE WATSON LINES

Whiffletrees, Root Pulpers, Wood and Pole Saws, Farm and Bush Sleighs, Feed Cutters (7 styles), Wheel Barrows, Roller Crushers, Grain Grinders, Hand and Power Washers.



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ARE IN DEMAND EVERYWHERE

There are hundreds of prospects for these seats right in your territory. A strong, light, durable seat that carries 600 lbs. with ease. Take up no box space. Fit any wagon or sleigh box. Reasonable in price. Order your wagons without seats and let us quote you prices on the Lloyds. Have a supply in stock and watch them sell themselves.

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MILLER TIRE CO., LIMITED

154 PRINCESS STREET

WINNIPEG





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This means that the Brantford Cordage Company receives *no* tariff protection.

We have always competed for business on a basis of price and quality.

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The big buyers of twine in these countries know a good twine when they see it.

YOUR CUSTOMERS ARE SATISFIED WITH NOTHING BUT THE BEST.

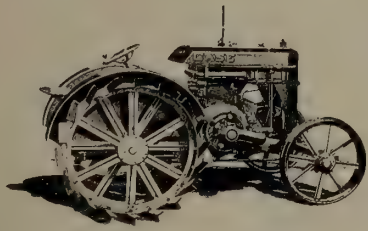
You need only show them one of our four brands and let them compare it with other twines. The reputation of our twines is founded on comparisons, because ours are the best.

They are absolutely uniform, made of the longest, cleanest fibres, firmly woven, and are submitted to a special preserving treatment to make them insect-proof.

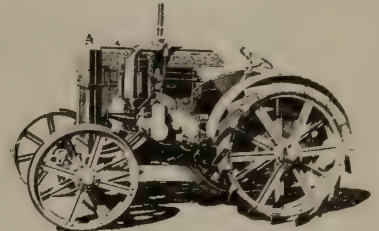
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Head Office and Factory: BRANTFORD, ONTARIO

Western Office: WINNIPEG, MAN.



Sell Your Customers a Case 10-18 *For Threshing and Other Work*



TELL your prospects about the year-round adaptability of the Case 10-18 to all belt and drawbar jobs on the farm. Its compact, sturdy construction. Its unusual power for its size will impress them.

In selling Case Tractors you will find that the name they bear paves your way. Farmers have learned by long experience the merits of Case Power-Farming Machinery.

For general use there is no tractor of like size that has made a better record than the Case 10-18. One important advantage is its exceptional reserve power. Though rated at 10-18 it can develop 20 per cent more horsepower to overcome unusual conditions.

Another feature is its smooth, even operation, providing the steady, constant power necessary for satisfactory belt jobs, such as threshing.

The four-cylinder Case valve-in-head motor is mounted crosswise on a one-piece main-frame, which affords the

use of all spur gears. The belt pulley, with clutch and brake, is accessibly located on the crank shaft for convenience in lining up to belt-driven machinery. No gears or chains used to drive it. All traction gears are cut steel, enclosed and run in oil.

Fuel economy is insured by a Case Sylphon Thermostat, which maintains even motor temperature under all loads and insures complete combustion of kerosene. A Case Patented Air-Washer feeds clean, moist air to the carburetor, thus preventing grit and dust from entering the cylinders.

Take advantage of the threshing season to increase your tractor sales for the year. Many farmers are in the market. Immediately after harvest and threshing comes fall plowing—more work for Case Tractors. Many profitable sales in sight for you, Mr. Dealer. With the co-operation of Case Service you can do a splendid business. Write for full information.

J. I. Case Threshing Machine Company, Inc. Founded 1842 1970 Erie St., Racine, Wis., U.S.A.



Rubber Belting

That Meets Threshermen's Needs

Threshing generally exacts the unusual in belt service. Outside work, exposure to all sorts of weather conditions, undue stress and strain, explain why.

As the main driving force between the engine and separator, we believe Dunlop "Gibraltar RedSpecial" is unsurpassed. The whirl of the machine is continuous wherever this belt is employed.

"GIBRALTAR RED SPECIAL" and "RELIANCE"

"Gibraltar RedSpecial". Frictioned-Surface Belting was introduced to thresher owners a little over a year ago. It has, by its steady, consistent service and ability to withstand the severe conditions of heat and cold to which a thresher belt is subjected, proven its right to be called "The Belt de Luxe" for Thresher and Agricultural use.

It will pay you to buy "Gibraltar RedSpecial" in preference to other kinds of Belting on account of its tremendous wearing strength. It is a high-priced belt,

but one that renders superior satisfaction at all times. With it you are assured of that uninterrupted service, that freedom from breakdowns, which mean so much to the threshing gang in the busy season. This year, as an added feature, we are stitching it at no extra cost to you.

"Reliance" is still the choice of those who insist on getting the best in the rubber-covered, stitched type. "Reliance" is thoroughly dependable and has won wide favor in the Prairie Provinces.

Dunlop Canvas Thresher Belts and Dunlop Agricultural Hose are conspicuously upholding the reputation of the "Two Hands" line of Rubber Products.

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Head Office and Factories: **TORONTO**

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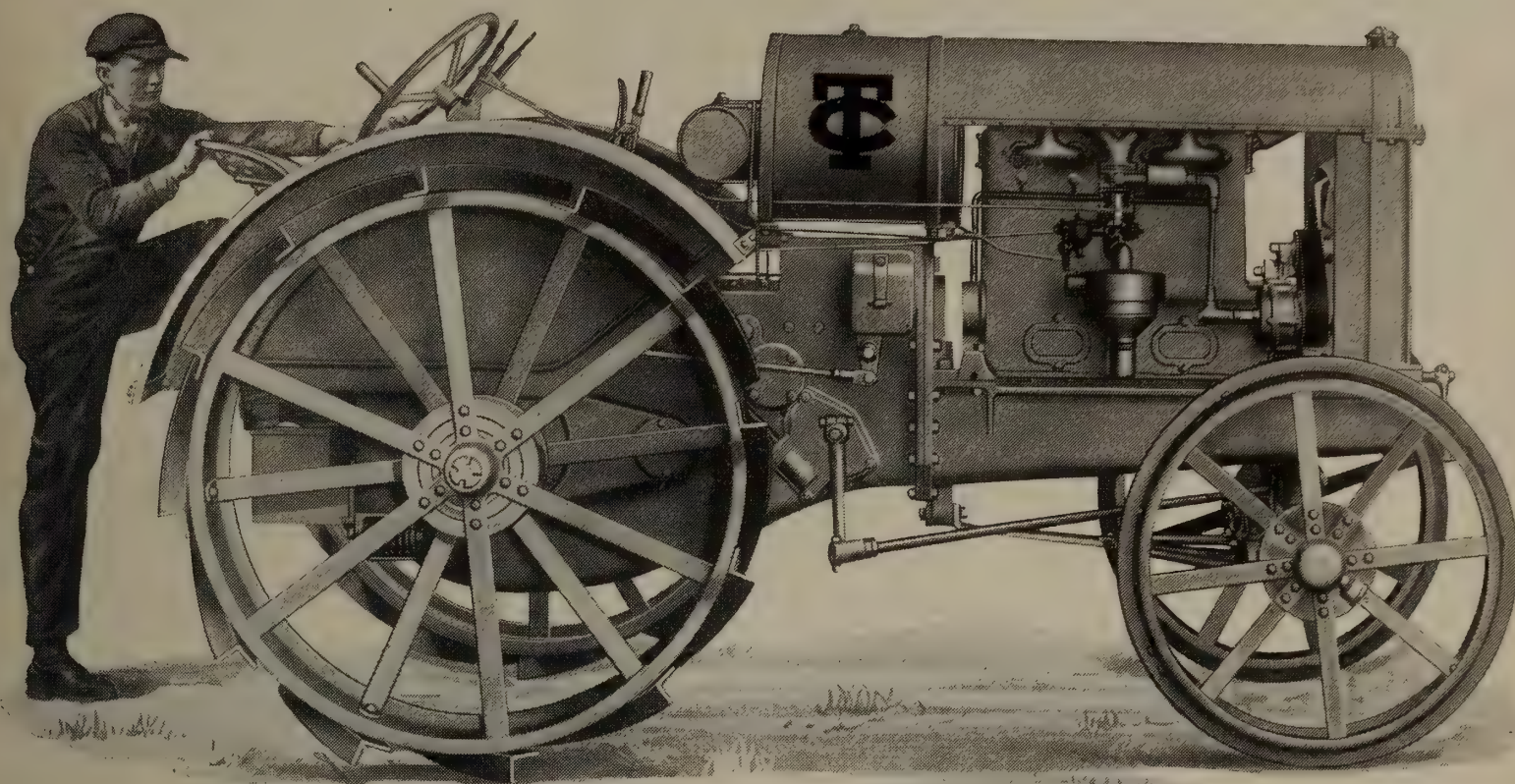
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Makers of Tires for all Purposes, Mechanical Rubber Products of all Kinds and General Rubber Specialties.

**DUNLOP
RUBBER
BELTING**

HONOR ROLL OF BELTING



Twin City 12-20—the most powerful tractor in its class

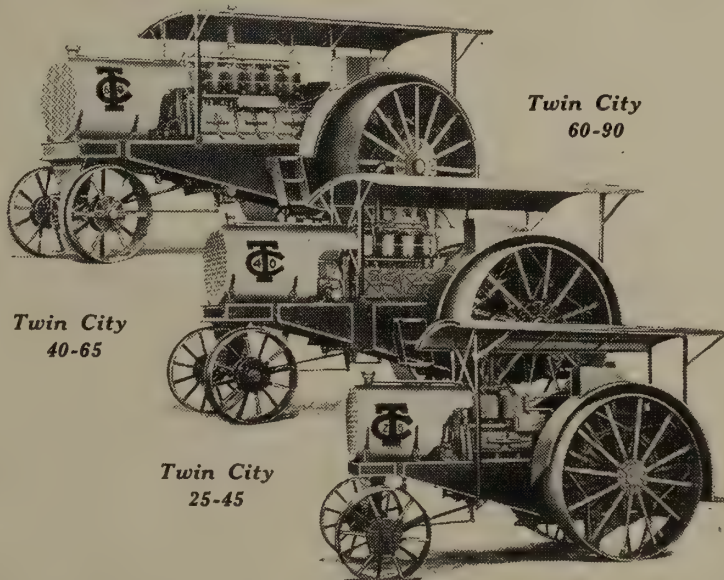
POWER IS MONEY

EVERYBODY knows "Money is power." To the tractor dealer it's equally true the other way round—*power is money.*

Here is, we firmly believe, the strongest and most powerful lightweight tractor and the cleanest, best looking job you've seen—not built to meet a *price*, but built to do the *work*.

We are also firm in the belief that our dealer proposition is the most advantageous you could wish for—with every selling argument you could possibly desire.

Backed by one of the largest factories in the world and one of the strongest organizations.



Reinforced by a widespread national and localized advertising campaign and the co-operation of a live sales force.

A proven and tried product, strikingly simple, thoroughly accessible, already subjected to gruelling farm service—embodying exclusive features never before applied to tractor use:

The 16-valve engine (valve-in-head type) with removable cylinder sleeves and counterbalanced crankshaft.

Bosch High Tension Magneto ignition.

Sliding spur-gear transmission, two forward speeds, *direct drive on both*.

If possible, we suggest that you visit the factory or branch nearest you. Otherwise wire or write for details of discounts, territory, etc.

Minneapolis Steel & Machinery Company of Canada, Ltd.

Manufacturers of the Famous Twin City 16-30, 25-45, 40-65 and 60-90 Tractors

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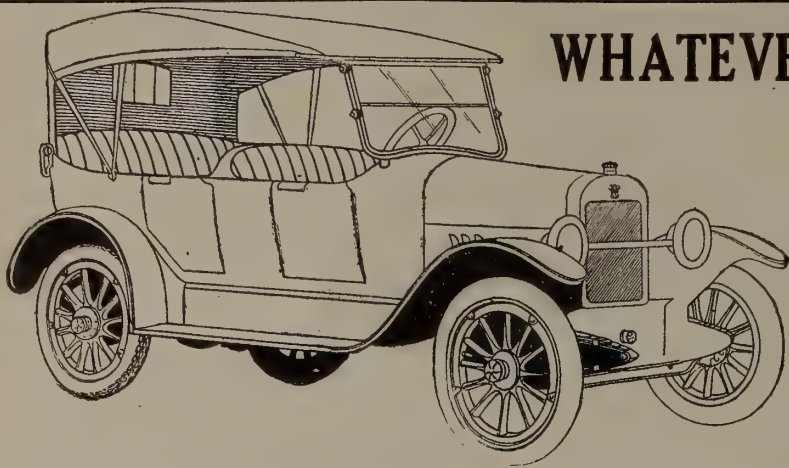
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TWIN CITY

12-20 Kerosene Tractor with 16-valve engine



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The Car with the Half-Million Dollar Motor

*The following Briscoe Prices
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Sedan - - - - \$1950

Special Touring - 1350

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THE Briscoe Touring Car, with its roomy body swing on springs that absorb very road-shock, is attracting the serious consideration of motorists who seek economy in conjunction with efficiency.

When you let in the clutch for the first time you will realize immediately why this car has been so widely acclaimed.

When you've driven it for a hundred miles you will be amazed at the low gasoline consumption made possible by the famous Briscoe Motor that "squeezes more miles out of a gallon."

The Briscoe has everything a critical motorist seeks—style, sturdiness, speed and satisfaction. It's a marvel of mechanical efficiency—with power to take you up the hardest hills on high.

See it—ride in it—get acquainted with the car they are all talking about.

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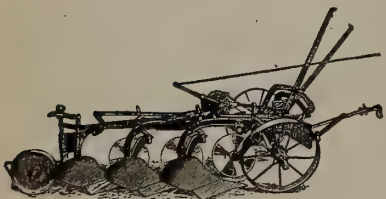
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COCKSHUTT Plows for Fall



Plows that have stood the test of time are the kind you want to handle—all others are more or less of an experiment. Cockshutt Plows have been in use in all parts of Western Canada for many years and give universal satisfaction.

Cockshutt Plows are giving satisfaction to-day because they are built especially for Western Canada conditions. There are sizes and styles of both moldboard and disc plows for horses or for any Tractor your customer may have. It pays to sell a line of plows that will meet every demand.

The Cockshutt line embraces practically every implement a farmer requires for tilling his land and harvesting his crops—a line that pays you well for all the time and work you spend on it. Cockshutt goods sell on their merits and make friends for the dealer every day.

Get your share of this profitable business this fall by pushing the Cockshutt Line

COCKSHUTT PLOW COMPANY, LIMITED

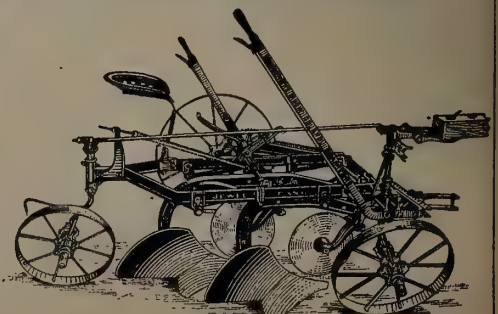
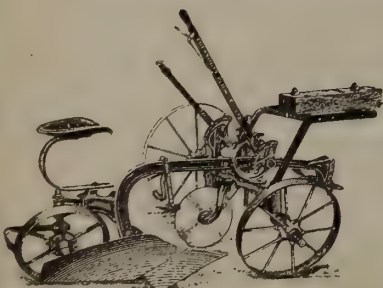
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CANADIAN FARM IMPLEMENTS

Vol. XV., No. 8

WINNIPEG, CANADA, AUGUST, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10c)

The Farm Machinery Display at Brandon Exhibition Smaller Number of Exhibitors than in Past Years

The twenty-fourth annual fair in Brandon was, in many ways, the most successful in the entire history of the Provincial Exhibition Board. It was held from July 21st to 26th, and each day the crowded attendance proved that Brandon Fair holds the premier position as Western Canada's leading exhibition. The main attractions this year were horse races, auto races, auto polo and the platform and midway attractions. The auto races were a great centre of attraction, and in the auto polo contests it seemed a marvel that cars could stand the rough usage that the players subjected them to. Throughout the six days of the fair, the weather was perfect—in fact, too hot for comfort, but the phenomenal attendance must have gladdened the hearts of the directorate.

As regards the farm machinery display this year, the showing by the various companies was smaller than has been the case for the past five years. It is hard to say whether this is due to crop conditions in the West, or to the high expense incurred by these exhibits at the fairs, but it is nevertheless a fact that the farm machinery display at Brandon this year was only approximately fifty per cent of what it used to be. In the big machinery row time was when the machines were so close that it was hard to put the belts upon the separators. This year there was room aplenty for every exhibitor.

Manager W. I. Smale, the directorate, and their body of able assistants, are indeed to be complimented on the excellent way in which the Fair was administered, in fact as a manager "W.I." seems to improve yearly and to invariably have some valuable innovation hidden up his sleeve. He has the satisfaction this year of knowing that Brandon put on a Fair that will take a great deal of beating, not only in Canada, but in the United States. As in past years the citizens of Brandon co-operated with the Fair Association loyally to make visitors to their city feel welcome.

As we have often said, few cities can equal Brandon for the splendid layout of the Fair grounds — and this year, when practically every day was one of excessive heat, the welcome shade of the groves and the comfortable nooks were a virtual necessity to the hordes of visitors. Time was when we marvelled at the line up of buggies at Brandon Fair; this year the remarkable number of automobiles parked in the Fair grounds showed that the farmer is assuredly using the gas buggy nowadays.

Brandon Fair is quite different from the Fairs of Edmonton, Calgary, Regina and Saskatoon, in that the association is a private one, and not owned in any sense by the city of Brandon, though the city has given it very substantial support in the way of grants, and also has done much to make the people attending the Fair feel that Brandon is a good place to come to.

One thing which should be provided, however, is a decent, comfortable building in which men in charge of stock might have rooms during exhibition week. At the present time accommodation of this kind at all the fairs on the Western circuit is very inadequate, but Manitoba, as the oldest

fair, might well lead the way in erecting a building which would have comfortable sleeping accommodation, and something like adequate bath and toilet privileges.

Another matter of great importance is that of sleeping and eating accommodation for the crowds attending the fair. It is quite out of the question for a town of the size of Brandon to furnish hotel accommodation to meet this sudden influx for a few days, and better arrangements might be made.

As in past years, Canadian Farm Implements gives herewith the only complete report of the machinery exhibits at the Fair, comprising an individual record of every exhibitor and what they showed.

Tractors, Threshing Machinery, Engines and Implements

From the east end of the part of the ground apportioned to the farm machinery exhibits, the first display encountered was that of the National Farm Tractor Co., Winnipeg. This company showed a 14-28 h.p. "G.O." tractor and a 3-furrow Vulcan engine plow. Mr. Landing was in charge.

Next in line was the display of the Stewart Sheaf Loader Company, Winnipeg, who had on

view a Stewart Sheaf Loader, a New Era combination loader and a 20x42 New Era separator operated by a Moline-Universal 9-18 h.p. tractor. In addition was a 24x46 "New Era" separator driven by a 12-25 h.p. Port Huron tractor.

The Advance-Rumely Thresher Co., Winnipeg, had on view a 12-20 h.p. OilPull tractor operating a 22x36 Rumely separator. They also displayed a 28x44 Rumely thresher driven by a 16-30 h.p. OilPull tractor and a 20-40 h.p. OilPull driving a 32-52-in. separator.

The Canadian Fairbanks-Morse Co., Ltd., Winnipeg branch, showed a 15-25 h.p. Wallis operating a 24 x 46 Fairbanks tractor special separator. Another Wallis tractor ran unattached, and at one side of the exhibit was 12-25 h.p. Townsend tractor. The well-known type "Z" engines were in evidence in 1½, 3 and 6 h.p. sizes, all running on kerosene. Fairbanks 6-inch grinders, Fairday double-tub washers and J. I. Case "Enicar" engine plows, 3-bottom size, completed a nice exhibit by this concern.

The Brandon branch of the Huber Manufacturing Co., of Marion, Ohio, had on view three models of their popular 12-25 h.p. Huber Light Four Tractors, also a special 14-28 h.p. tractor driving a 14-28-inch Western Special separator. The 12-25 h.p. tractors were operating 24x42 and 22x40 Huber threshers, fully equipped.

The Robt. E. Bell Engine & Thresher Co., Winnipeg and Regina, showed one of their new 15-25 h.p. Imperial tractors driving a 24x40 Imperial Junior separator with all attachments. Another Imperial 15-25 Imperial drove a 28x42 Imperial standard separator. W. R. Cole, Western Canadian manager, was in charge of the exhibit.

The Aultman-Taylor Machinery Co., Regina and Mansfield, Ohio, showed a 15-39 h.p. Aultman-Taylor tractor driving a 23-36 separator and a 22x45



A Scene near one of the Display Buildings

h.p. tractor operating one of their 36x56-inch separators.

The Brandon branch of the International Harvester Co. of Canada had a very complete exhibit of their line upon the grounds. Manager Brosnahan was in charge of the exhibit, which included the following machines: A 10-20 h.p. Mogul tractor drove

a 22x38 International separator; a 10-20 h.p. Titan operated another 22x38 International and a 15-30 International drove a 28x46 separator, as made at Hamilton, fully equipped. A tractor tandem disc, with 20-inch discs, was on view, also Hamilton and Oliver plows in 3-furrow sizes. At one side of the display was a 12-foot International tractor cultivator and a 1½ h.p. International stationary engine.

The Geo. White & Sons Co., Ltd., Brandon, had on display a 25 h.p. steam engine driving a 36x60 "Challenge" separator. A 17 h.p. White steam engine drove a 28-inch Challenge thresher and two "Allwork" kerosene tractors; 14-28 h.p. operated 24x40 and 20x36 Challenge separators. A special feature of this exhibit was the manner in which the Indiana grain saving device was used on the Challenge separators, operating on a principle used by no other company. F. Chauvin was in charge of the exhibit. Mr. Van de Venter, of the Indiana Mfg. Co., Indianapolis, was a visitor to the Fair.

Mitchell's Hardware, Limited, Brandon, showed a 11-22 h.p. Fordson tractor operating a 30x38-inch Moody thresher, also a 12 h.p. Manitoba Peerless portable engine driving a 24x32 Moody thresher fully equipped.

The Waterloo Manufacturing Co., Portage la Prairie, had on view a 12-20 h.p. Heider tractor driving a 24x36 Waterloo Champion separator and a 9-16 h.p. Heider hitched to a 20x36 separator of the firm's make. A 3-furrow Rock Island plow and a 12-20 Heider hitched to a Favorite thresher completed a very good exhibit.

Goold, Shapley & Muir Co., Brantford, Ont., and Portage la Prairie, showed a 12-24 h.p. Beaver tractor, an 8-ft. Ideal windmill and a Maple Leaf grinder in the 8-inch size. A line-up of pump jacks and "Ideal" stationary engines completed a nice display by this company.

The Sawyer-Massey Co., Winnipeg, showed a 11-22 h.p. steam engine driving a 22x36-inch Sawyer-Massey separator. John Robertson, Winnipeg manager, was present at the exhibition.

The Winnipeg branch of the J. I. Case Threshing Machine Co. had on view a very attractive showing of their line. A 15-27 h.p. Case tractor was belted to a 26x46 Case individual separator.

A 10-18 h.p. Case drove a 20x48 all-steel Case thresher, while Grand Detour plows were shown in three and four bottom sizes. Two of the well-known 15-27 Case tractors were on view, as well as several Case 8-barrel gasoline wagon tanks.

The Canadian Avery Co., Winnipeg, had on view a 14-28 h.p. Avery tractor belted to a 24x36 Avery separator. A 12-25 h.p. Avery, a 5-10 Avery light tractor, and a 4 h.p. "Beeman" garden tractor, alongside a 3-bottom Avery engine plow, completed a very good display.

The Gilson Manufacturing Co., Winnipeg, had on view a 15-30 h.p. Gilson tractor driving a 24-inch Favorite separator. Gilson stationary engines were shown in 1¾ and 2½ h.p. sizes and also Gilson feed grinders and washers.

The Garden City Feeder Co., Regina, represented by Manager Barker, had on display two Garden City feeders, one driven by a Gilson engine, also a Caswell belt guide.

The Canadian Oil Companies, Winnipeg, had in their tent a very complete display of their En-ar-Co. motor oils, compounds, transmission greases, gasoline, auto top dressing, etc.

E. Spenst, of Gretna, Man., showed one of his special fanning mills, a machine with several good mechanical features.

The Farmers' Equipment Co., Winnipeg, had on view one of their 36-inch combination grain cleaners and graders. F. Sager, manager of the company, visited the exhibition.

The John Murphy Co., Winnipeg, showed their Simplex power transmitters and their line of twin-fire spark plugs.

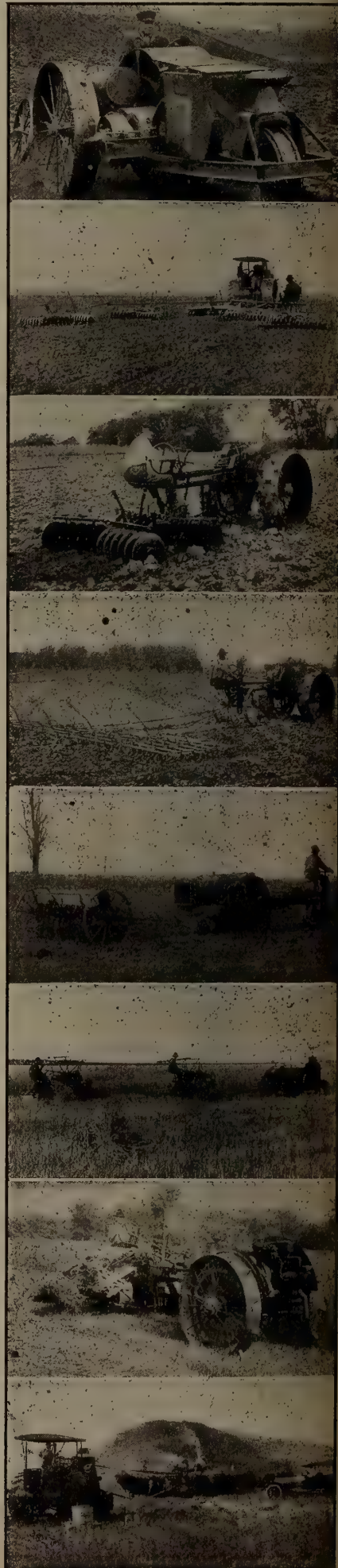
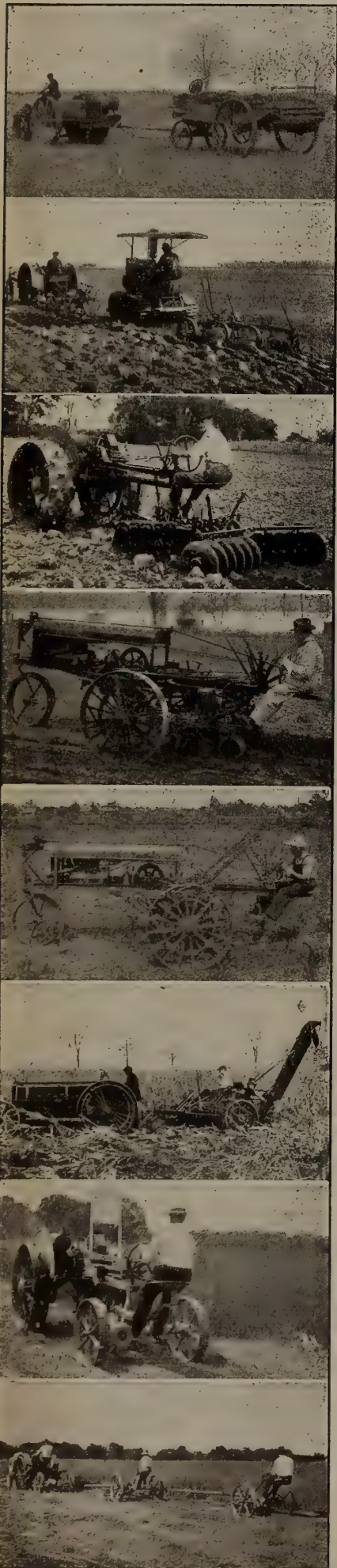
Henry Rustad, Winnipeg, had on display one of the well-known Rustad portable grain elevators for general farm use.

Jackson's Machines, Limited, Saskatoon, displayed a Jackson combination sheaf loader and carrier, also one of their special design 27x42-inch Jackson low-down threshers.

The Gray Tractor Co. of Canada, Winnipeg, has covered all the Western Fairs with their attractive exhibit. The only change in the Gray tractor this year is that it is now equipped with the Bosch magneto. At Brandon a Gray 18-36 h.p. tractor was shown driving a Jackson separator. The tractor was lined up with side arms, having disc and drag har-

rows attached. Another Gray 18-36 h.p. was running unattached. Manager A. Prugh was in charge of the exhibit.

The Minneapolis Steel & Machinery Co., Winnipeg, had on display one of their 16-30 h.p. Twin City tractors, driving a 22x36 Red River Special Separa-



**From Seedtime to Harvest the Tractor Gives
Better, Cheaper, More Profitable Farming . .**



Wonderful Performance

"We plowed from 9 to 10 acres per day with our ALLWORK, burning only 20 gallons of kerosene. The best plowing engine we ever saw. After plowing 150 acres, harrowing, grinding, running ensilage cutter, etc., we inspected the gears and crank bearings and the wear could not be noticed at all."

HERZOG BROTHERS,
Atchison, Kan.

Power A Plenty

—and to Spare—for All Kinds of Field and Belt Work

THE powerful 4-cylinder motor (5-in. bore and 6-in. stroke) built into the ALLWORK Kerosene Tractor is really the type of engine usually furnished to pull *four* plows. We simply claim that the ALLWORK will pull *three* plows through any kind or condition of soil. This is because it is designed to give and does give a sure surplus of power for all field and belt work at all times of the year. Furthermore,

You Can Guarantee It to Burn Kerosene Successfully

—with absolutely no danger of pre-ignition. What's more, in operating an ALLWORK the farmer does not have to use water with the kerosene, which must be done if he has a tractor equipped with a high-speed engine. The cooling system is 25 per cent larger than that ordinarily used in a motor this size. This

positively prevents over-heating of engine. A quart or two of water per day is ample replenishment.

Live dealers will find the ALLWORK agency a real asset. Our greatly enlarged advertising campaign and the tried-and-true merit of the ALLWORK make sales easier for you.

Write for Dealer's Terms

Electric Wheel Company Box 327 Quincy, Illinois

Allwork

KEROSENE TRACTOR

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary, Distributors for Alberta

tor. Another Twin City, 12-20 h.p., ran unattached alongside a 3-furrow Oliver plow.

The Brandon branch of the Imperial Oil Company, Limited, had in their tent a very tasteful exhibit of their motor oil, greases, axle dope, kerosene and tractor and automobile lubricants.

The Western Motor Co., Brandon, showed a Fordson tractor, two Oliver 2-furrow plows, an Oliver double disc plow and an Oliver pulverizer. They also showed a three-section Oliver drag harrow.

The Ronald-Smith Cultivator

Co., Winnipeg, had on view one of their special cultivators for horse or tractor use.

The Canadian Stover Company, Brandon, had on display a showing of their engines, feed cutters, wagons, cream separators, grinders, churns, etc.

In their permanent building on the fair ground, Manitoba Engines, Limited, Brandon, had a very attractive display of their engines in 6, 8 and 10 h.p. sizes. A 3½ h.p. Manitoba "Peerless" kerosene engine was a feature that attracted much attention. Two 1½ h.p. and two 2½ h.p.

gasoline engines were also shown, also Manitoba windmills in 8 and 10-foot sizes and a line-up of pole and cordwood saws in the steel-frame type. Feed crushers, wood and iron pumps, oil tanks, pump jacks and other lines completed a very complete display by this company.

Gray-Campbell, Limited, Brandon and Moose Jaw, in their special building showed Nos. 1 and 2 fanning mills, also a Gray kitchen cabinet. The vehicle side of this display was particularly attractive, including Gray buggies, cutters and jumpers, mail

wagons and delivery wagons. They also showed a Gray-Dort 1919 model touring car.

W. A. Fifield, of Abbey, had on display his special roller attachment for double disc grain drills. In this device a pair of hardened steel taper rollers are carried on two steel shafts and are on a cast iron bracket which is bolted to the boot of the machine. The rolls have anti-friction bushes and steel thrust bearings.

T. L. Phillips, Tugaskie, exhibited one of his "New Idea" grain pickling machines.

The Cleveland Tractor Service Co., Regina, had on view two of their popular 12-20 h.p. "Cletrac" tractors, also a 2-furrow Oliver plow.

The McKinnon Road Drag Co., Boissevain, displayed one of their special road drags.

The Crossen Metal Works, Winnipeg, displayed one of their "Torrence" vacuum grain loaders and cleaners, also a Torrence super-cleaner. The large cleaner, which attracted much attention, was driven by an Avery tractor, 12-25 h.p. Especially noticeable in this stand was the "Jumbo" automatic wagon-brake which operates automatically from the neckyoke. The heavier the load, the harder the contact of the brake shoes on this attachment.

R. A. Lister & Co. (Canada), Ltd., Winnipeg, had, we believe, the most complete showing of their lines of any concern represented at the exhibition. In their special tent they showed a Lister 17 h.p. portable engine, driving a 22x36 Lister separator, fully equipped. A Lister 13-inch ensilage cutter was running from a 12 h.p. stationary Lister engine. The display of electric lighting plants by this company was singularly attractive, the 150-light Lister-Bruston plant being very interesting to the farmers present. A 25-light Universal lighting plant was driven by a 3 h.p. Lister engine, while the following general lines were shown by the company: A 9¾-inch grinder driven by a 5 h.p. Lister engine; an 8-inch grinder by a 3 h.p. Lister. "Canuck" engines in 3 to 6 h.p. sizes. "Melotte" and "Premier" cream separators in four and five hundred pound sizes, electric motors and washing machines. This very complete exhibit was in charge of D. N. Jamieson, manager of the Winnipeg branch.

Manager Woods, of the Emerson Manufacturing Co., Winnipeg, had a fine exhibit of the Emerson line on view. The popular grain cleaners were shown in 3 and 6-shoe sizes, also a new wild oats cleaner of special

(Continued on page 16)

These Manufacturers Will Save 10,000,000 Bushels of Wheat

THE Government desires the farmers of this country to produce a Billion Bushels of Wheat in 1919. With such a crop the manufacturers named below will help threshermen save 10,000,000 bushels that would otherwise be lost. The machines these manufacturers supply are equipped with the famous Grain-Saving Wind Stacker which, by actual test, saves from one to three per cent *more* grain. Be sure your machine has the

Grain-Saving Stacker

Adopted by the United States and Canadian Threshing-Machine Manufacturers

This improved stacker returns to the separator the grain blown to the stack in the ordinary process. It saves more than enough to pay the threshing bill. Get facts from any one of the makers of North America's standard threshing machines. Many of these are also familiar to you as makers of the leading tractors and farm implements.

Write Today to Any of These for Grain-Saving Stacker Information

LIST OF MANUFACTURERS

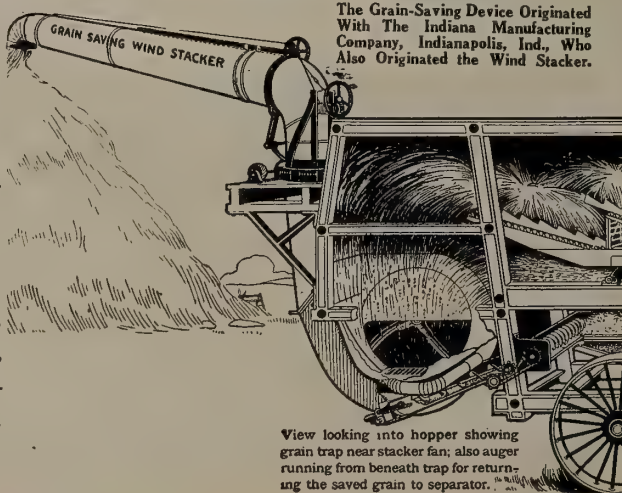
CANADA

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
Ernst Bros. Co., Ltd., Mt. Forest, Ontario.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ontario.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Company, Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Sussex Mfg. Co., Ltd., Sussex, New Brunswick.
Waterloo Mfg. Company, Ltd., Waterloo, Ont.
R. Watt Machine Works, Ltd., Ridgetown, Ont.
George White & Sons Co., Ltd., London, Ont.

Frick Company, Waynesboro, Penn.
Harrison Machine Works, Belleville, Illinois.
Huber Mfg. Co., Marion, Ohio.
Illinois Thresher Co., Sycamore, Ill.
Keck-Gonnerman Company, Mt. Vernon, Ind.
Minneapolis Threshing Machine Co., Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Michigan.
The Russell & Company, Massillon, Ohio.
Russell Wind Stacker Co., Indianapolis, Ind.
Sawyer-Massey Co., Ltd. (U. S. Agency), Moline, Illinois.
Southwest Mfg. Co., Oklahoma City, Okla.
Swayne, Robinson & Co., Richmond, Ind.
The Westinghouse Co., Schenectady, N.Y.

UNITED STATES

Aultman & Taylor Mach. Co., Mansfield, O.
Avery Company, Peoria, Illinois.
A. D. Baker Company, Swanton, Ohio.
Banting Manufacturing Company, Toledo, Ohio.
Batavia Machine Company, Batavia, N.Y.
Buffalo Pitts Company, Buffalo, New York.
Cape Mfg. Co., Cape Girardeau, Missouri.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Co., St. Johnsville, N.Y.
Ellis-Keystone Agricultural Works, Pottstown, Pennsylvania.
Emerson-Brantingham Co., Rockford, Ill.
Farmers' Independent Thresher Co., Springfield, Illinois.
A. B. Farquhar Co., York, Penn.



Washing Machines a Good Line

The influence of the wife, and of the other female members of the household, is responsible for the more modern equipment of many a country home. The women have not only demanded a proper water supply, but washers, separators, churns, electric lights and other modern conveniences. The men have bought them—and have found them good. The women, as their influence has grown and as they have made themselves felt in the home circle, have increased their influence and frequently their advice is sought and taken in matters with which they are not so directly concerned as with the domestic economy of the home. The implement dealer alive to his opportunities will not discount this influence, nor will he overlook any opportunity to win it for his immediate or future purpose.

In order to attract the attention of the women to his place of business and to his ability to give service, it is necessary that the implement dealer carry in stock and advertise various machines and articles which make an especial appeal to the farm wives of his community. The washing machine is one of these machines. The dealer who handles a good line, advertises it and, by an occasional window display, attracts especial attention to it, is not lost sight of by the farm wives of his territory. They not only remember him when they are in the market for a washing machine, but when other equipment is required.

Great Labor Savers

Whether operated by the gas engine or by electric power, should the farm have an electric lighting plant, the essential fact is that by means of the power washer many hours of heavy, unhealthy and back-breaking work are made unnecessary. The work of washing is gotten rid of in much less time than by the old hand method, is done as well if not better and with less wear and tear, not only on the women, but also upon what other members of the family come into contact with them on wash day.

The dealer, in stocking a line of washing machines, should take care to choose a good make, sold by a responsible firm, and one that he may sell confident that it will give satisfaction. It should have every modern improvement, be safe to work about and should do its work well and quickly. Then, when the line is selected the dealer should not push his sample back into some obscure

corner of his store, there to collect dust, but should keep it well to the front where it will catch the eye of every woman who comes into the place, no matter under what circumstances.

Window displays showing the machines in operation are worth while. If they are made, attention should be called to them by newspaper advertising and by cir-

cular letters. In fact, every advertising trick in the dealer's category should be resorted to for the purpose of attracting attention to his line of washing machines. If this is done the line will be found a profitable one to handle, and will increase his business in other directions.

Time to be considering your granary trade.

A New Shock Carrier

H. A. Underwood, a Minneapolis inventor, recently obtained a patent on a carrier for hauling shocks of grain in the field. It is claimed that with from four to six horses and an efficient operator, a machine of the size recently patented can haul more bundles and waste less grain than six rack and wagon outfits.



The cream of the cream separator trade goes to the De Laval agents

There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

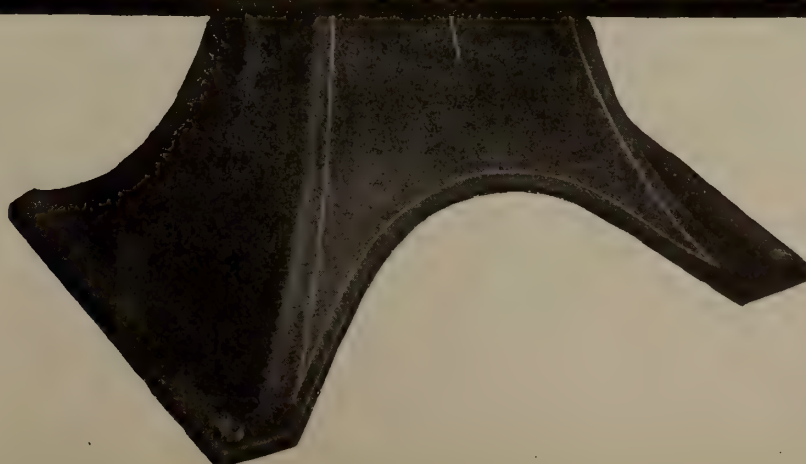
Largest Manufacturers of Dairy Supplies in Canada

MONTREAL

PETERBORO

WINNIPEG

VANCOUVER



U.S. Implement Makers Protest Tariff Inequality

The manufacturers of farm machinery in the United States have raised a strong protest against the tariff wall they confront in attempting to serve Canadian trade. This is probably due to the fact that within the past year several Canadian farm equipment concerns have commenced to do business in United States territory, and manufacturers in that country cannot see why they should allow Canadian farm machinery manufacturers to exploit the U. S. market.

As a result the executive committee of the U. S. National Implement and Vehicle Association, at a special meeting held in Chicago on July 10, passed resolutions protesting against the relations of the United States with Canada in regard to tariff on

agricultural implements and urging that a bill be introduced into Congress providing that the United States impose a duty on implements to remove the disadvantage caused by the Canadian duty.

The resolutions which follow, as passed by the executive, are a protest against existing conditions and suggestions to the U. S. government that steps be taken to place the American manufacturer on a more equitable footing in dealing with Canada:

"Whereas, The Canadian government has for years levied a duty of 12½ to 27½ per cent on various classes of farm machinery imported into Canada, and

"Whereas, Within the past few

years the United States government has removed all duty on farm machinery imported into the United States from Canada and other countries, and

"Whereas, The Canadian government is rebating 99 per cent of the duty paid by Canadian manufacturers on materials imported by them to be used in the manufacture of farm machinery for export, and

"Whereas, Canadian manufacturers are now shipping considerable quantities of farm machinery into the United States in competition with the product of the United States farm machinery manufacturers, and at the same time the Canadian farm machinery manufacturers have an advantage to the extent of the duty paid by the United States manufacturers on sales made in Canada, therefore be it

"Resolved, That the attorneys of the association be requested to prepare a bill to be introduced in congress providing that the United States levy an import duty on farm equipment equivalent to the duty levied by the Canadian government on similar farm equipment imported into Canada, and be it further

"Resolved, That when said bill is prepared the chairman of the national legislation committee arrange for its presentation to congress, and when so introduced that said chairman secure the co-operation of the members of this association with their respective senators and representatives to secure the passage of said bill."

Discussed Tariff Questions

In an address to members of the farmers' organization in Huron County, Ont., Thomas Findlay, president of the Massey-Harris Co. discussed the question of protection for Canadian industry. He said in part: "We have

had a high tariff upon implements here, as high as 35 per cent. That accounted for the number who went into the manufacture of binders. There were nineteen different companies making binders in Canada, while at no time were there more than nine companies making binders in the United States. One of the results was that most of the Canadian companies making binders during the last 35 years lost money. Only a few made money. None did except those who had an export business.

"So far as Ontario is concerned the farmers have had cheaper implements during the past 35 years than they would have had if they never had a tariff and were dependent upon the United States, or any other country to get their implements sent in. All over the world the implement makers were doing business, and it was through no consideration of free trade or protection, but of local competition of the strongest character that the farmers of Ontario got their implements at the prices prevailing. There were higher prices in Russia, in the Argentine, in Australia. There were very much higher prices in the foreign markets."

Big Demand for Washers Anticipated

More than sixty manufacturers of washing machines from all parts of the United States and Canada attended the convention of the American Washing Machine Manufacturers' Association held in Chicago. Reports of the delegates indicated that the washing machine business is flourishing and that many firms are finding it difficult to keep up with their orders. From present indications it is expected that sales for 1919 will break all records.

PATENT
YOUR INVENTIONS

Send direct to Ottawa for free patentability report and booklet "Patent Protection." Clients' patents advertised in the "Patent Review."

Harold C. Shipman & Co. PATENT ATTORNEYS
CENTRAL CHAMBERS, OTTAWA, CANADA.

500 BOND LETTERHEADS AND WHITE WOVE ENVELOPES
ALL PRINTED

FOR \$5.70 PREPAID. ALSO COMPLETE SERVICE FOR DIRECT MAIL ADVERTISING
Multigraphing, Mailing Lists, Addressing, Etc.

THE CENTRAL WEST, LTD., Watrous, Sask.

Grain Cleaners And Wild Oat Separators



Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines Threshers - Feeders

Cushman Motor Works of Canada Limited

Dept E Whyte Ave and Vine St. Winnipeg, Man.

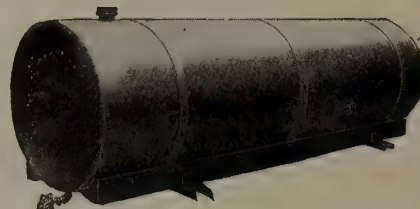
DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters	Vacuum Washing Machines	Shinn-Flat Lightning Conductors
Straw Spreaders	"Hoiland" Wild Oat Separators	Macdonald Tractor
Lincoln Saws	Smut and Pickling Machines	"Does More" Lighting Plants
Incubators and Brooders	Wagner Hardware Specialties	24 x 46 Separators
Auto Accessories	Western Pulverizer	Langdon Feeders
Tractor Plows	Packer and Mulcher	Fanning Mills
Combination Threshers		Cushman Grinders
Light-weight Engines		
Lincoln Grinders		

The Cushman Agency gives you Prestige and Profits

MAX

Oil Wagon Tank



A Profitable Seller at This Season

Built To Last and Give Satisfactory Service

305 and 435 gals. capacity

A Complete Tank Ready to Use, at a Low Price

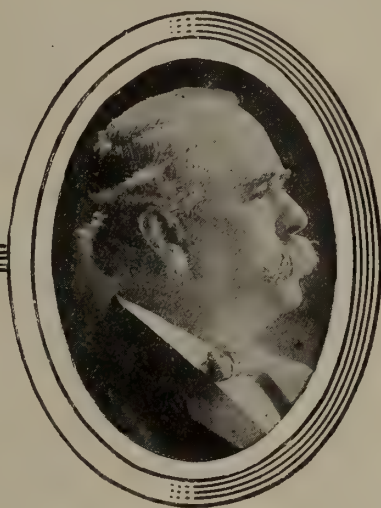
WRITE NOW FOR FULL PARTICULARS, PRICES and DISCOUNTS

Winnipeg Ceiling and Roofing Co., Limited

P.O. Box 3006

Winnipeg, Man.

THERE ARE NO SUBSTITUTES FOR DAIRY FOODS



P.M. Sharples

The above slogan appearing in every advertisement of the Sharples Separator Company is the slogan of every North American dairyman.

For nearly forty years, Sharples has been identified with the North American dairy industry and at all times has been fighting for the ideals of the North American dairyman.

For nearly forty years the Sharples dairy machines have been the standard for North American dairymen. Dealers identified with the Sharples institution realize the value of this Sharples goodwill.

THE SHARPLES SEPARATOR CO. TORONTO, ONT.
REGINA, SASK.

THE LOUNSBURY CO.
NEWCASTLE - N.B.

Distributors through all their Branches
"Over 2,425,000 Sharples Separators in daily use"

J. CLARK & SON,
FREDERICTON, N.B.

With the Manufacturers

The London Concrete Machinery Co., London, Ont., is building a \$5,000 addition to its factory.

The Convertible Tractor Corporation of St. Paul, Minn., may erect a Canadian branch at Goderich, Ont.

C. E. Johansson, Inc., capital \$24,000, head office Toronto, plans to manufacture and deal in hardware, tools and implements.

Beatty Bros., Limited, manufacturers of barn equipment at Fergus, Ont., contemplate large

additions to their plant in that town.

Chase Tractors Corporation, Ltd., capital \$2,000,000, head office at Toronto, plans to manufacture and deal in tractors of all kinds.

The Berlin Engine and Thresher Company, Limited, Kitchener, Ont., has changed its name to the Tuerk Engine and Tool Co., Limited.

Oil Engine Works of Canada, Ltd., capital \$30,000, head office Montreal, will carry on the manufacture of oil, gas, gasoline and steam engines.

The Beaver Motor Truck Company, capitalized at \$250,000, has decided to locate in Hamilton, Ont. A light two-ton truck will be turned out.

The Canada Sales Company, 183 Church St. Toronto, has been

appointed exclusive factory representatives in Canada for the Berling magneto.

The plant of the Victoria Wheel Works at Galt, Ont., is being equipped to manufacture shafts, poles, and all bent goods required for carriage making.

The One-Minute Mfg. Co., Toronto, manufacturers of washing machines, has assigned to W. S. Ball and a meeting of the creditors was held on July 23.

The Stoughton Wagon Co., Stoughton, Wis., is preparing to build a one-storey plant addition, 45x100, to increase facilities for the manufacture of spreaders.

The F. Blocki Company, of Sheboygan, Wis., manufacturers of implement specialties, recently sold its manufacturing plant and will erect a large new factory.

The Board of Trade, Brockville, Ont., has purchased twenty-four acres of land, which it intends to dispose of to United States manufacturers for factory sites.

The Percival Plow and Stove Co., Ltd., of Merrickville, Ont., is negotiating with the council for land on which to erect a new moulding shop and machine shop.

Work will be commenced shortly on the Canadian branch factory of the Republic Motor Truck Co., at London, Ont. The Canadian company is capitalized at \$2,000,000.

The Messenger Wire Wheel Company, Limited, capital \$40,000, head office Toronto, Ont., plans to manufacture and deal in steel and wire wheels for autos and other vehicles.

Canadian Tank and Pump Company, Limited, capital \$50,000, head office Toronto, Ont., plans to manufacture and deal in self-measuring oil pumps, tanks and storage systems.

Among recent building permits at Guelph, Ont., was one for \$45,000 for addition to the Partridge Rubber Co.'s factory and one for \$100,000 for the new factory of the Northern Rubber Co.

The Hayes Wheel Co., Chatham, Ont., which was engaged in the manufacture of munitions during the war, is now producing auto axles, parts of which have not been made in Canada before.

Crandall, Carpenter and Read, Ltd., head office Vancouver, capital \$25,000, plan to carry on the general business of manufacturers and selling agents for hardware, machinery and implements.

C. H. Lee and W. S. Wills, formerly with the Ford Motor Co., have secured sites in Port

Huron, Mich., and at Sarnia, Ont., on which will be erected plants for the manufacture of automobiles.

A large branch plant, to cost \$1,500,000, will be erected on a large site recently acquired at Columbus, O., by the Timken Roller Bearing Co., Canton, O., as a result of the need for greater production.

The Geo. B. Miller Mfg. Co., Waterloo, Ia., which recently acquired the Faultless Gas Engine Co. and Robinson Spreader Co., already has begun the erection of a plant. The building will be of modern design and construction.

The Continental Oil Company, which has operated plants at Winnipeg, Regina, Saskatoon, Calgary, Lethbridge and other Western points has been taken over by a new firm, the North Star Oil and Refining Company, Limited. The head office will be at Winnipeg.

The Samson Tractor Co., Janesville, Wis., has let the contract for the second unit of its plant, a building 322 x 500, three stories high. This building will house a foundry, pattern shop, machine shop and service department. It will be constructed of brick and steel.


The Indiana Silo Co., Anderson, Ind., and the Star Tractor Co., Findlay, O., have been consolidated under the name of Indiana Tractor and Silo Co. The latter has a capitalization of \$1,000,000, half common and half preferred. The entire business will be moved to Anderson.

The General Motors of Canada, Ltd., Oshawa, Ont., have announced part of their extension policy. A new four-storey plant, 400 feet x 80 feet, will be erected to assemble Oldsmobiles and trucks. A central shipping building, 200 feet x 80 feet, with a capacity of fifty-six freight cars under roof, will be erected, so that inclement weather will not handicap shipping operations. An enamelling plant, 300 feet x 80 feet, three storeys, equipped with the most modern facilities for efficiency and mammoth production, will also be erected.

Promotions in Avery Organization

E. R. Bowen, with the Avery Co., Peoria, Illinois, for fifteen years and advertising manager for a number of years, has been made assistant sales manager.

Henry J. Barbour, for ten years with the company, and for some time assistant advertising manager, succeeds Mr. Bowen as advertising manager.

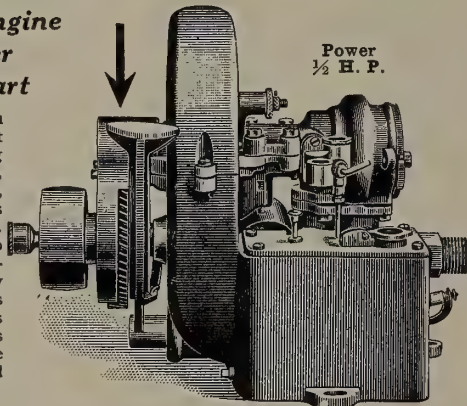


London Silo Moulds
builds all sizes of Concrete Silos.
Over 17,000 Concrete Silos have been built in Ontario with these Curbis. Send for Catalogue No. 10.
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K., London, Ont.
Agents Wanted in all Unoccupied Territory
World's Largest Manufacturers of Concrete Machinery

EMERSON "HAFA-HORS" ENGINES

*The Quickest Selling Engine
Ever Offered the Dealer
Step on the Pedal to Start*

"Hafa-Hors" Engines are a line you can sell every farmer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions 16x14x14 ins. Always ready to run. The Automobile Starter sets it going instantly. Only show this engine—it sells itself. Ask for prices and literature. Don't delay. The biggest little engine ever sold—and the dealer's opportunity.



EMERSON WILD OAT SEPARATORS

*The only farm size machine
built that will take every kernel
of wild or tame oats out of
wheat or rye—and SAVE ALL
THE WHEAT.*



Made in Two
Sizes
3-Shoe
and
6-Shoe

Are you ready for the
Fall demand? Specify
your requirements at
once.

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Emerson Separators are unequalled for efficiency. The farmer who values clean grain will have no other machine. Ask for Agency offer.

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE
WINNIPEG, MAN.

13^{cts.} Per Acre Discing in Canada



E-B 12-20
S.A.E. Rating, Model AA

The Secret is the E-B Surplus Power

DEALERS looking for a tractor that will meet and master Canadian farm conditions will do well to consider these dominant E-B Model AA features:

All working parts and gears, including fan gears and governor, enclosed and protected from dust and dirt. S. A. E. (Society of Automotive Engineers) rating is only 80 per cent of the actual power delivered at the drawbar and the belt. It is a small tractor with big power and can be handled by a boy, woman or elderly man.

Read This Letter From a Canadian Farmer

and then consider these further E-B superiorities:

A standard 4-wheel tractor; all wheels out of furrow; front and rear wheels track; no freak construction. Equipped with highest grade accessories, such as Hyatt roller bearings; Bantam ball-thrust bearings; producer-type carburetor and dust collector; K.W.

H. T. magneto; impulse starter; high-grade radiator. Standard E-B 4-cylinder motor that successfully uses kerosene. Weighs no more and is no larger than the average 8-16—pulls as much as a 15-25. Write for Latest Catalog—and Terms to Dealers.

Emerson-Brantingham Implement Company, Inc.

Established 1852

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company

Thudhope-Anderson Co.
Winnipeg, Calgary,
Regina, Canada

Regina, Saskatchewan,
Canada



Gravelbourg, Sask.
May 22, 1919

Emerson-Brantingham Impl. Co.
Dear Sirs:

I purchased one of your Model AA 12-20 Tractors last March and since that time have done the following work: Discd 750 acres at a total cost of 13 cents per acre; dragged over 1,500 acres at a total cost of 6 cents per acre. I consider that this tractor takes the place of 16 head of horses and 2 extra men. I would not be without it for many times its actual cost. We have owned and operated three other makes of tractors in the last six years, and we now figure that we have got in your machine what those other tractors were lacking—abundance of power, light weight, accessibility, all moving parts running in oil, compact, and when plowing all wheels on the unplowed ground. At any time you see fit you can use my name to prospective customers.

Yours very truly
(Signed) Chas. LeMoine

Machinery Display at Brandon Exhibition

(Continued from page 10)

design, which has recently been developed by this company. The ½-h.p. air-cooled engine handled by this organization, which has a special tread starting device, was very popular with the farm ladies who realized its value for light work.

The Townsley Manufacturing Company, Brandon, had a display of their lines beside the stock barns. In co-operation with the Brandon Heating & Plumbing Co., they showed their well-known lightning arresters, barn and stable ventilators and also a line of incubators.

In the manufacturers building, the Manifold Lighting Co., Winnipeg, showed a Phelps light and power plant which generated current and also ran a power washer.

The Northern Electric Co., Winnipeg, had on view two automatic electric lighting plants, an electric-driven washer and a line of motors for home use.

The Petrie Mfg. Co., Winnipeg, showed seven of their Magnet cream separators in sizes from 400 to 1,000 pounds capacity.

The Reliance Machine & Motor Co., Brandon, showed two Gray-Dort 1918 touring cars.

Willys-Overland, Ltd., Winnipeg, had on view two of their latest models and a skeleton chassis.

The Canadian Briscoe Motor Co., Winnipeg, showed a special Briscoe touring car, two 1919 regular touring cars and also a Briscoe racer.

The Williams Motor Company, Winnipeg, had on display models of the Maxwell touring cars, Chalmers 1919 cars and a Maxwell truck.

The Champion Spark Plug Co. of Canada showed their line of spark plugs for automobile and tractor use, and the Lalley Farm Lighting Co. showed their light and power plants.

The Great West Electric Co. showed a line of their electric driven washing machines.

Trigget & Laird, Winnipeg, had on view one of their power attachments adaptable to a Ford car.

New Feeder Concern

Articles of incorporations of the Automatic Feeder Company, Lemars, Ia., with a capital stock of \$1,000,000, have been filed. The company will engage in the manufacture of an automatic grain feeder for threshing separators.

Grenier Heads Empire Service Department

The Empire Cream Separator Company, Bloomfield, New Jersey, manufacturers of Empire milking machines, cream separators and gasoline engines, has



T. J. H. GRENIER

just announced the appointment of Mr. T. J. H. Grenier, as head of the Empire service department. Mr. Grenier was graduated from the College of Agriculture of Cornell University, as a Bachelor of Science, in 1912, since when he has been identified

with the milking machine and cream separator business, having done considerable pioneering, demonstrating, instructing salesmen, experting and selling in what were at that time new fields for milkers and cream separators. His education and wealth of experience fit him admirably to render valuable service to Empire dealers and users, and he is certainly to be congratulated upon his connection with undoubtedly the leading milking machine manufacturers in the country.

Women as Tractor Demonstrators

In Great Britain the Women's Land Army has done splendid work during the period of the war. In tractor operating, they have shown great efficiency. In one instance, a woman has so successfully served an English firm of tractor dealers, that she has been installed as the permanent tractor demonstrator to the company. In the county of Somerset, ten women have handled tractors so efficiently that they have been found immediate employment, and ten more are now being trained on the same lines.

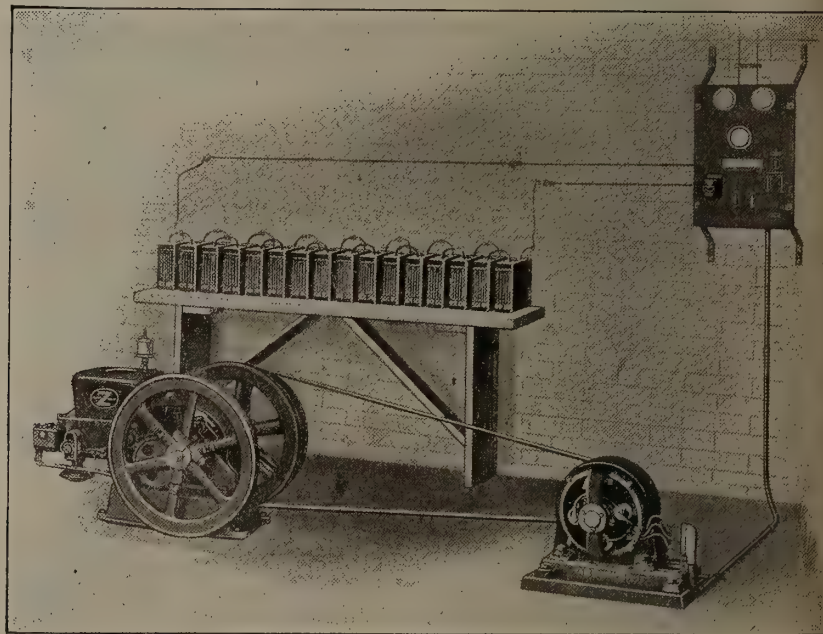
→ Your Opportunity!

— FOR FARM USE OR TOWN HOMES, SELL —

FAIRBANKS-MORSE

"F" LIGHT AND POWER PLANTS 65 AND 100 LIGHT CAPACITY

With the Type "F" light and power plant the dealer offers his customers the greatest value in the farm lighting field—a plant that furnishes ample light and dependable, flexible power. The 65-light Type "F" plant is driven by the famous "Z" 3 H. P. Kerosene Engine. Low speed, simple, economical, easy to operate and self-starting. The battery may be charged while the engine drives the grinder, washer, churn or cream separator. Plant comprises a "Z" kerosene engine, ball-bearing dynamo, instrument board and storage battery.



THE DEMAND IS THERE — GET THE AGENCY, NOW

This light and power plant is absolutely trouble-proof. Starts on the throw of a switch. When a large number of lights are needed, the output of battery and dynamo may be combined. When engine is shut down, battery gives ample light for ordinary use. The switch board is very simple, and

cannot be injured by ignorant handling. The 65-light Type "F" plant is what your customers have waited for. We advise dealers to write at once for particulars of this business-builder. Its mechanical excellence and efficiency will appeal to every prospect.

WE MANUFACTURE AND DISTRIBUTE: "Z" Stationary Engines, Combination Threshers, Light Tractor Separators, Wallis Tractors, J. I. Case Tractor Plows, Grinders, Crushers, Electric Light and Power Plants, Scales, Windmills, Water Supply Systems, etc.

Ask for Particulars and
Prices on any of our Lines

THE CANADIAN FAIRBANKS-MORSE CO. LIMITED
SASKATOON WINNIPEG CALGARY

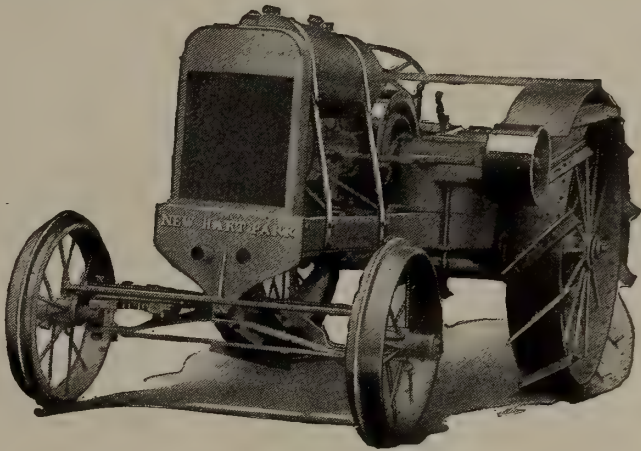
The tremendous power of the Hart-Parr 30 three-plow tractor enables Hart-Parr dealers to get the bulk of the tractor business in their territory in the face of any competition.

Some good territory open for dealers.
Catalogue and information on request.

HART-PARR COMPANY
Founders of the Tractor Industry

500 Lawler Street Charles City, Iowa
HART-PARR OF CANADA, Ltd.
Winnipeg and Regina

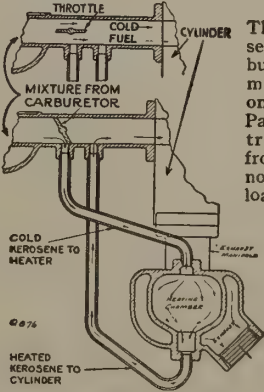
A Light, Powerful
Three-Plow Tractor
of Simple, Sturdy
Construction



The Belt Horse Power Tests of 1918-1919

NAME	Rating	Fuel	Columbus, O., 1918	Salina, Kan., 1918	Marion, O., 1918	Columbus, O., 1919
Hart-Parr	30	Ker.	28.0	31.1	31.5	37.5
Rumely	14-28	Ker.	28.0	35.0	35.0	35.0
L. H. C.	15-30	Ker.	28.0	35.0	35.0	35.0
Russell	20-40	Ker.	28.0	35.0	35.0	35.0
Aultman-Taylor	15-30	Ker.	28.0	35.0	35.0	35.0
Wallis	15-25	Gas	28.0	35.0	35.0	35.0
Cass	15-27	Ker.	28.0	35.0	35.0	35.0
Moline	12-20	Ker.	28.0	35.0	35.0	35.0
Rumely	12-25	Ker.	28.0	35.0	35.0	35.0
Frick	12-24	Ker.	28.0	35.0	35.0	35.0
Hessian	10-20	Ker.	28.0	35.0	35.0	35.0
Titan	12-20	Ker.	28.0	35.0	35.0	35.0
Waterloo Boy	12-20	Ker.	28.0	35.0	35.0	35.0
Emerson	12-20	Ker.	28.0	35.0	35.0	35.0
Steel Mule	12-25	Ker.	28.0	35.0	35.0	35.0
Parrett	12-25	Ker.	28.0	35.0	35.0	35.0
Huber	12-25	Ker.	28.0	35.0	35.0	35.0
Lauson	11-22	Ker.	28.0	35.0	35.0	35.0
Fordson	10-20	Ker.	28.0	35.0	35.0	35.0
Mogul	10-20	Ker.	28.0	35.0	35.0	35.0
Sandusky	12-25	G-K	28.0	35.0	35.0	35.0
Elgin	12-25	Gas	28.0	35.0	35.0	35.0
Cleveland	10-18	Ker.	28.0	35.0	35.0	35.0
Cass	9-18	Ker.	28.0	35.0	35.0	35.0
Shelby	12-24	Ker.	28.0	35.0	35.0	35.0
Bull	12-24	Ker.	28.0	35.0	35.0	35.0
Avery	12-24	Ker.	28.0	35.0	35.0	35.0
Happy Farmer	12-24	Ker.	28.0	35.0	35.0	35.0
Whitney	9-18	Gas	28.0	35.0	35.0	35.0
Heider	8-16	Ker.	28.0	35.0	35.0	35.0
Avery	8-16	Ker.	28.0	35.0	35.0	35.0
Port Huron	12-25	Ker.	28.0	35.0	35.0	35.0

Dray Kerosene Shunt—



The Dray Kerosene Shunt, a carburetor attachment used only on New Hart-Parrs, enables the tractor to pass from full load to no load, from no load to full load without delicate adjustment of the carburetor and without throttling or misfiring.

Specifications
Power—Pulls three plows—30 H. P. on belt.
Motor—2-cylinder twin, 4 cycle. Valve in head. 750 R. P. M.
Tractor Frame—Cast steel, one piece. No bend, no twist.
Carburetor—New Dray kerosene shunt.
Bearings—S. K. F. and Hyatt.
Speeds—Two forward; one reverse.
Transmission—Selective sliding gear.
Cooling Device—Honeycomb radiator—shaft-driven pump and fan.
Lubrication—Fresh oil, force fed.
Weight—5,158 lbs.

HART-PARR 30

The U. S. National Tractor Demonstration

The ninth annual tractor demonstration, held at Wichita, Kansas, during July, although the largest event of the kind ever staged attracted fewer spectators than former demonstrations. It is estimated that the attendance for the week was only between forty and fifty thousand.

Few farmers, except from Kansas and Oklahoma attended the event, farmers generally be-

ing too busy with the grain harvest.

The representation of manufacturers was the largest that has ever been seen at a National demonstration. Sixty-seven manufacturers of tractors and tractor drawn and driven machinery had exhibits on the grounds. The tent line-up at the field headquarters was nearly a mile long.

It was necessary to get sections of tenting from five towns in

order that all of the accessory manufacturers could group their exhibits. A list of 76 accessory companies broke all records for exhibitors in that classification.

Among the tractors shown for the first time at a national demonstration were the Bean Track-Pull, Best, Craig, Dart Blue-J, Midwest, Nelson, Pan, Townsend, Uncle Sam, Utilitor, Velie, Wetmore, Whitney and Wolverine.

Fifty acres of corn were culti-

vated during the week. The acreage plowed in the private plowing demonstrations was estimated at close to 800 acres, while more than 500 acres of stubble land was turned under in the private demonstrations in the afternoon. The first day 56 companies sent tractors into the field pulling plows, and on each succeeding day 57 companies sent plowing outfits into the field.

Demonstrations of belt machines were handicapped since it was not possible to get fodder to cut, grain to thresh, feed to grind, wood to saw and so on, in order to show the tractor's wide adaptability to belt work.

Another new development was along the line of motor cultivation. At the Wichita show a number of new motor cultivators were shown. Demonstrations of corn cultivating were made, and these attracted much interest. There is a strong and growing belief that the motor cultivator will solve the power demand of the small farm, especially in the country where row crops are grown.

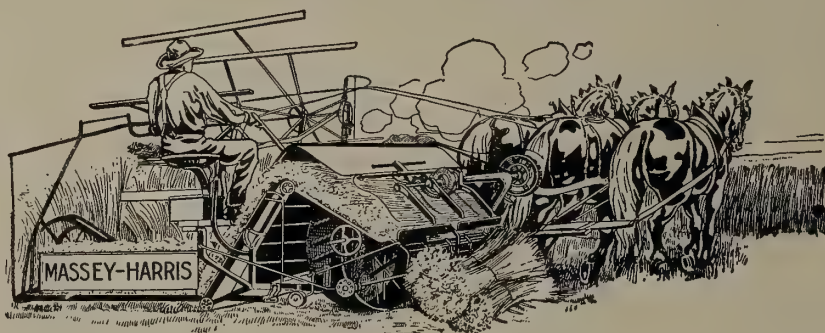
The use of tractors to pull grain binders, headers and mowing machines was demonstrated by many tractor companies, but they were forced to content themselves with showing the proper hitches and with driving the outfits about the field, since there was no grain to cut within easy reach from headquarters. Several new tractor grain binders were shown.

Although the event was not intended as a sales-making proposition, manufacturers reported more orders and buying than at any previous demonstration. A representative of one manufacturer of a high-class tractor said that 400 machines had been sold during the week by his company.

Stinson Re-visits West

C. H. Stinson, a well known implement man of Western Canada, who was formerly manager of the American-Abell Company in this city and who is now president and managing director of the Stinson Tractor Company of Superior, Wis., was at Brandon Fair renewing old acquaintances. Mr. Stinson is visiting various distributing centres in Western Canada with a view to completing their organization for the sale of Stinson tractors in the West next year. He reports that the factory at Medicine Hat will be turning out tractors in the spring. At present Stinson tractors are being delivered from Superior.

Massey-Harris



SELLS BY ITS PERFORMANCE

THE Massey-Harris Binder is made by a company of long standing, and of recognized superiority in the making of farm implements. A company so well-known that the name "Massey-Harris" is a household word in every farming community.

These things make easy and profitable selling for the dealer handling such a line, but added to these is the great sales puller for the Massey-Harris Binder—its never failing performance.

It gets the crop every year in no matter what condition it may be, for it is pre-eminently the Binder for harvesting under difficult conditions—heavy crop, down and tangled grain being readily handled by the Massey-Harris—often saving crops which would otherwise be lost.

Such performance is gained only by careful attention to detail in the manufacture, the careful selection of the best material, and knowing how—the result of over 70 years' experience. Let this help YOU.

It's Performance and Service that counts

That's what "Massey-Harris" stands for

MASSEY-HARRIS CO., LIMITED

Head Offices: Toronto, Ont.

Branches at

Montreal Moncton Winnipeg Regina Saskatoon Swift Current
Yorkton Calgary Edmonton. Transfer Houses: Vancouver and Kamloops

Agencies Everywhere

Won Salesmen's Contest

Beatty Bros., Limited, with head office in Fergus, Ont., and branches in St. John, Montreal, Winnipeg, Edmonton and London, England, have just concluded a most successful sales contest. The contest embraced thirty-seven salesmen from coast



H. P. RENAUD

to coast, and included all the stable equipment sold by Beatty Bros., Limited, such as cow stalls, manure carriers, water bowls, etc.

Prizes were awarded on a quota basis based on past records of the various territories. The winner of the first prize of \$100 was H. P. Renaud, working out of the Montreal branch. Mr. Renaud made the magnificent percentage of 556 per cent on his quota.

Wallis Four Wheel Type is Announced

The J. I. Case Plow Works, sales agents for the Wallis Tractor Co. announce a new model Wallis tractor with two front steering wheels instead of the single steering wheel used in the original Wallis model, handled in Canada by the Canadian Fairbanks-Morse Co.

It is probable that the decision to use a front axle and two wheels follows the demand in certain sections where tractor ability in following the furrow wall is held to be more important than short turning design.

The new model was shown to the public for the first time at the National Tractor Demonstration at Wichita.

The machine otherwise is practically the same as the older three-wheel model. It is rated at 15-25 h.p., with 2,600 lbs. pull maximum at 2½ m. p. h., and 2,000 lbs. constant. The motor is the same Wallis product, four

cylinders, valve-in-head, 4¼x5¾ in., normal r. p. m. being 850 to 900. Lubrication is cared for by positive pump and splash.

Among the accessories are K-W magneto with impulse starter, Bennett 1¼ in. carburetor, hydraulic governor of the company's own make, Modine Spirex radiator and Twin Disc clutch.

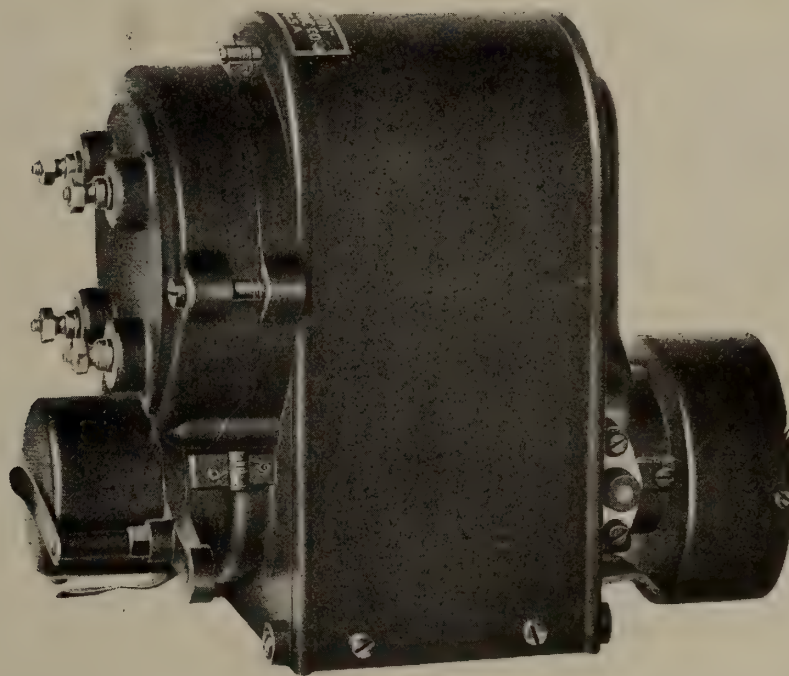
The motor bearings are removable phosphor bronze backed, babbitt lined, 2¼ in. in diameter, the front one being 2¾ in. long, center 3¼ in. and rear 4¾ in. The transmission and wheel bearings are Timken and Hyatt rollers. The total weight of the machine is 3,560 lbs.

Play fair with competitors.

H. A. Reed Promoted

H. A. Reed has been made divisional sales manager for Southwest territory for Hart-Parr Co., Charles City, Ia. Mr. Reed managed the Hart-Parr branch at Great Falls, Mont., for five years and since January has been managing the reorganization of the road engine department at the factory.

KINGSTON MAGNETOS



THE RELIABLE KINGSTON magneto continues leader in its field. In competitive tests, in demonstrations and in actual work in the field it has been found the one satisfactory magneto that the market affords. The Kingston is actually, and not merely theoretically, dust-proof and water-proof. It is staunch, powerful, positive, durable. The Kingston Impulse Starter is the only true automatic impulse starter in the field to-day. Ask about the Kingston record at the Wichita demonstration.

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Wright Joins B.T. Organization

Beatty Bros. Limited, of Fergus, Ont., with branches at Winnipeg, Edmonton, Montreal, and St. John have added to their staff G. S. Wright who takes charge of their architectural department.

Mr. Wright's wide experience, ranging from Canada to New Mexico will be at the service of all agents handling B.T. barn equipment and of all farmers building or remodelling their barns.

The International Tractor-Binder

The new McCormick tractor-binder, developed by the International Harvester Co., was shown for the first time at the National Tractor Demonstration

at Wichita, Kansas, July 14-19. This binder is operated by an International 8-16 h.p. tractor, a shaft extending back from the axle differential, universal joints giving the needed flexibility. All binder controls are set forward so that they are within easy access of the tractor driver. These controls include the binder shifting lever, tilting lever and reel control lever. In addition, a bundle carrier trip rope is tied to the tractor seat. The binder can be used only with the International 8-16 tractor on account of the necessity for a rear driving shaft on the tractor.

In describing this new binder, Farm Implement News says that the weight of the fore-part of the binder is taken by the rear wheels of the tractor, and the rear wheels of the binder act as castors, but are connected with

the steering wheels of the tractor in such a way that the binder follows any change of direction of its motive power.

In attaching the binder there is no lifting or other heavy work involved. A chain is hooked around the drawbar, a crank turned and the connection is made.

The tractor-binder makes an 8-foot cut and is designed to work at faster speeds than are usual with horses. For transportation a stub tongue is provided, which can be attached under the end of the platform. The castor wheels which carry the rear of the binder are so arranged that one of them can be removed and placed in the other side of the binder, thus forming a transport truck.

The cutting and binding elements are standard and involve

no departure from accepted practice. The machine will not be in regular production for some time.

Two Tractor Demonstrations in East

During October two tractor demonstrations will be held in Eastern Canada, one at Ottawa and one at Chatham. The Eastern Ontario and Western Quebec Plowmen's Association will hold a plowing match and farm machinery demonstration on October 14, 15 and 16. W. H. Day, manager of the Shinn Mfg. Co. of Canada, Guelph, Ont., will manage the tractor end of the demonstration.

The Ontario Plowmen's Association announces an "International Plowing Match, tractor and farm machinery demonstration" for October 21, 22 and 23. All kinds of machinery used on Canadian farms will be in operation. \$1,600 in prizes is being offered for tractor and horse-drawn plow demonstrations.

Tractor Prices Reduced in United States

Deere & Co., Moline, Ill., have reduced the list price of the Waterloo Boy \$100. The tractor now sells for \$1,150, f. o. b., Waterloo, Ia.

During the National Tractor Demonstration, Wichita newspapers carried advertisements announcing reductions on two models of the Avery. The Avery Co. has reduced the U. S. price of the 12-25 h. p. tractor from \$1,270 to \$1,000 and the 8-16 machine, which formerly was sold for \$925, is now quoted at \$700.

These reductions followed close on the announcement of a drop of \$225 on the 10-20 Titan tractor, made by the International Harvester Co. The Titan now sells for \$1,000 in the United States.

The price on the Fordson tractor, manufactured by Henry Ford & Son, was reduced a few weeks ago from \$885 to \$750.

New Vice-President for Case

Two additional vice-presidents have been added to the official family of the J. I. Case Threshing Machine Co., Racine, Wis. They are Edwin E. Russell, purchasing agent, and David P. Davies, mechanical engineer. Both will continue in their respective lines of work.

Borrow from the bank when necessary.

Simple Tests for Ignition on Stationary Engines

1. Starting

Place any engine equipped with a low-tension magneto beside one equipped with a Webster Tri-Polar Oscillator.* Compare their starting.

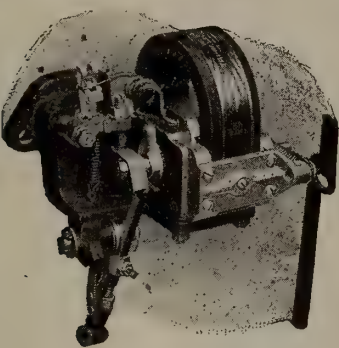
Almost invariably the magneto-equipped engine will fail to fire the mixture—and you face the danger of a "kick-back." The Webster, *even on the coldest day*, will fire the mixture at once.

One great weakness of the low-tension magneto lies in starting. And in starting lies one great advantage of the Webster Tri-Polar Oscillator.

The Oscillator* is to-day serving on half a million engines. Its faithfulness in producing unvaryingly an intense, hot spark, proves what engineers have recognized for years—that the Webster is a *designed* Oscillator, not a makeshift. A thoroughbred, not the illegitimate offspring of the magneto.

Proof of the thoroughbred lies in performance. It is in performance that the Webster shows its heels to the few thinly-disguised low-tension rotary magnetos that are calling themselves "oscillators." The Webster *keeps going* day in and day out, winter and summer. The user knows this. Perhaps that is why an overwhelming majority of engine manufacturers equip with the Webster.

Webster Electric Co., Dept. A., Racine, Wis.



This is the first in a series of instructive talks on stationary and portable engine ignition.



SEND FOR THIS FREE BOOK!

It will explain completely the latest scientific developments in ignition for stationary and portable engines. Every dealer and farmer should have it. Send for it now!

WEBSTER TRI-POLAR OSCILLATOR

*If it isn't a Webster Tri-Polar, it isn't a real Oscillator

There is Threshing-Selling Profits for Agents in the Tendency Toward Individual Outfits. Below is one of our Recent Thresher Advertisements to Farmers.

**Meet the Modern Move Half Way.
Tie to International Threshers.**

Study the separating mechanism of the International thresher. Grain that is mixed with the straw threatens loss unless you can depend upon the straw racks to separate it. The difference between International threshers and all others is in the better separating capacity of the straw racks. In the International the racks are made in four sections operated by two four-way crank shafts. The violent shaking given the straw by the circular motion of the racks separates every bit of grain. Strong points like this count with your prospects.

DELAYS ARE COSTLY

THERE is but one time to thresh grain. What assurance have you, unless you can use your own threshing outfit, that your grain will be threshed when that time comes?

To depend on custom threshing is more or less of a gamble. Remove every element of chance by purchasing and using an

International Thresher

To own an individual threshing outfit makes you independent. It takes a big burden off the shoulders of the women folks who otherwise must prepare food for a big crew at a heavy expense to you. It enables you

to choose your own time for threshing, and cheat the weather of the toll it takes when grain is kept waiting for the custom thresherman.

The money you lose by not owning one of these threshers would soon pay for it. Hooked up with an International or Titan kerosene tractor, your thresher finishes the job quickly and thoroughly—no waste—no loss.

For information about details of construction, quality of work, steadiness of operation, special equipment, or, in fact, any other feature connected with these machines, write the nearest branch house below or see a nearby International agent.

INTERNATIONAL HARVESTER COMPANY

OF CANADA LTD.

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.,
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.



The Community Idea

The specific philosophy back of the town and country movement lies in the fact that the local town is the natural means of connecting the farm family up with the world of thought, action, satisfaction of wants, and demands for all kinds of service. The farmer who is isolated from the current of local affairs is practically shut off from the modern system of circulation of ideas. He has relatively few wants. He leads a life too simple for his own good and for the development of his family life. His wants need stimulating. He should desire a better house, better furniture, better conveniences, better transportation, better machinery, better professional service for health, education, information.

Increased modern facilities will make him more efficient, more productive, a better citizen. But this increase in wants and desires for goods, services and institutions will create a demand, which the major cities only can supply. The problem, therefore, facing the country town is how to connect the isolated farm population with the current of modern life. From the point of view of the farmer himself, the problem is how to get more out of life in satisfaction — in goods, refinements, recreations, knowledge, service.

Farm and town, for years separated and antagonistic one to the other, are coming to sense the mutuality of their interests. They are awakening to the fact that the one is dependent upon the other and that instead of being enemies one of the other, every reason exists why they should work in harmony as partners for the bringing to fruition of all the business, social, educational, religious and other possibilities of that community.

U.S. Manufacturers Buying Steel

In the United States during July the most prominent factor in the iron and steel situation was the heavy buying of stock by implement, automobile and truck manufacturers. Automobile makers placed contracts for over two hundred thousand tons of rolled steel, and farm machinery manufacturers have placed large orders for soft steel bars in various lots ranging from a few thousand to 20,000 tons each for shipment over the second half of this year. Buying of bars has been so heavy that some of the mills are about to announce an advance in prices. In fact, it is understood that some of the makers of bars

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

812 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada: Foreign \$1.25 per year

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, AUGUST, 1919

have already asked and obtained higher prices.

Apparently, the demand from both manufacturers and distributors was stimulated by reports circulated from time-to-time that an advance in prices was imminent.

Hurts Tractor Sales

The fence corner tractor is the black eye of the tractor industry. The farmer who on a Sunday afternoon rides in his automobile can see three or four tractors laid by in fence corners or barnyards, either for delayed repairs or permanent retirement because of owner discouragement is going to feel a constriction of the purse strings and is going to be a hard nut for the tractor dealer to crack.

Hold Slackening on Sisal Monopoly

What may have a marked effect upon the price of sisal fibre, and hence upon 1920 binder twine prices, is the fact that the legislature of Yucatan has passed laws which, if stringently enforced, should end the monopoly exercised by the Comision Reguladora del Mercado de Henequen and establish a free market in sisal. The full effect of the statute may not become apparent for some time, inasmuch as the sisal planters are under contract to dispose of their

fibre through the Reguladora, and cancellation of the agreement can be made only when the planters have reimbursed the Reguladora for any monetary advances which the latter may have made. Furthermore, the governor and administration of Yucatan are said to be in sympathy with the Reguladora and may do all in their power to restrain the planters from freeing themselves from the "protection" of the Reguladora.

The Size of Tractor

A very important factor determining whether or not a tractor should be purchased is the matter of acreage. The question is often asked by the dealer's prospects:

"What is the smallest size of a farm which a tractor will operate profitably?" The significant feature of the answers of ninety Wisconsin farmers to this question was the large number of owners who believe the tractor profitable on a farm as small as 80 acres. It shows that thirteen Wisconsin tractor owners believe that a 10-20 horsepower tractor is the proper size for 80-acre farms. Seventy-three per cent are satisfied with an 8-16 or a 10-20 horsepower rating on farms ranging from 40 to 320 acres. For a 160-acre farm, it is reported that 8-16 horsepower is the proper size; six favored a 10-20; one a 12-20; eight a 12-25; and one a 15-30.

The Dealer and Competition

In any line of effort constructive criticism is of value. We find it profitable at all times to get the opinion of the other fellow as regards our efficiency and the way in which we carry on our business. Few men have a greater intimacy with the implement dealer than the traveller, and we give herewith a few gentle brickbats from a traveller who has for many years been connected with the trade. This gentleman writes:

"Competition arouses energy and stimulates activity. It is more often helpful than harmful. It is only the careless, incompetent dealer who fears competition. The firm that deals in standard goods and renders efficient service courts comparison.

"No one ever heard a dealer complain because his competitor's goods and service were inferior to his own. That is cause for congratulation, rather than complaint. The best indication of the approaching failure of a dealer is evidenced by his continual complaining that his competitor is unfair. That old threadbare talk about 'unfair competition' should be thrown into the garbage can where it rightly belongs.

"Dealers were never so prosperous as now. Competition woke them up and they got in the game with both head and hands. Seldom, if ever, does a dealer keep a record of the possible requirements of each farmer in his trade territory until competition becomes formidable.

"But when he feels his business slipping he gets busy. Then it is that he begins to anticipate the farmers' wants and make provision to supply them. He climbs down from his high stool or, in his hurry, falls off, and gets his feet on the ground.

"The dealer who is not blessed with competition usually waits for the farmers to come to the store and state their wants and solicit information and prices, but let a wide-awake competitor enter the field and into the discard goes that old system of 'watchful waiting' and out to the country goes the dealer to sell the goods before competition gets in its work."

French Soil Not Damaged by War

It was thought that the fields in the battle areas in France and Flanders would be ruined by the effect of the shell-fire. The tearing apart of the subsoil and the shattering of soil layers were considered to have made the soil useless for years to come. Such, however, is not the case, accord-

ing to a recent report of French agricultural scientists.

It appears that the bursting shells of the Germans who sought thereby deliberately to ruin French agriculture, have so stirred up the soil and impregnated it with chemical fertilizing agents that it is especially fertile and vigorous. Of course, the destruction is deplorable and the resulting losses extremely hard for the French to bear, but wouldn't it be the height of irony if, in the long run, the Huns, instead of destroying in their insane hate and greed the fruitfulness of French and Belgian soil had succeeded only in putting it in the way of becoming more than ever a competitor against the products of German husbandry?

The Thing That Counts

Do not allow yourself to feel badly if you discover a customer has bought implements from a mail order house just as good and for less money than you offered to sell it. The time for an implement man to feel that there is something wrong with him and his store is when his customers are found to be buying goods that he has in stock and paying more than the price he is asking.

Prices and the Future

All study of price history shows that after the wars of the past considerable time has been required to get back to a new normal standard of prices. Usually this time has been from eight to twelve years, and during that period price recessions have been so gradually made as not to be materially disturbing to business.

From the farmer's standpoint, it is to be remembered that the commodities that he produces are in the greatest demand throughout the world, and are therefore bringing a price relatively higher than the things he buys, consequently it is to his profit that he should procure such equipment as is required to minimize the use of high priced labor upon the farm, and to produce the maximum of these food crops, so necessary to the world's welfare, and so immediately profitable to the farmer himself.

We could quote price statistics by the yard, but they are but weary reading. It is, however, a fact that while the average cost of the equipment that the farmer buys in the operation of his farm has gone up 80 per cent, the average selling price of the products produced upon the farm has ad-

vanced approximately 125 per cent, as in the case of wheat, and 300 per cent or 400 per cent, as in the case of pork. In the last analysis, the farmer's market and the price he gets for his products must always depend upon the ability of labor to buy them.

As the cost of living determines the price of labor, and the price of labor in turn fixes the price of manufactured products, there is no anticipation of a decline in the price of those products for such period of time as the cost of living remains high.

A very notable increase in production costs is the spread of the adoption of eight hours as a standard day, without any reduction in pay, where formerly the day's wages were based on nine or ten hours' work.

Tractor Discounts

At the present time there are some one hundred and seventy tractor manufacturers in North America—the vast majority being in the United States. Over eighty tractor makers participated in the last tractor show, held at Kansas City, says an exchange.

An investigation conducted amongst these manufacturers shows how widely is the divergence of views as to what discounts should be given. Reports received by an investigator from three leading manufacturers show that discounts to distributors run from 15 per cent to 40 per cent, and to dealers from 5 per cent to 33 1-3 per cent. About one-fifth of the manufacturers deal directly with dealers and thus give no distributor discounts. Many manufacturers give additional discounts for quantity buying.

A summary of the figures procured shows that distributors get from 23 per cent to 26 per cent discounts, and dealers receive from 14 per cent to 18 per cent on the average.

Credit Business

Each year dealers are losing large amounts of money because they are too easy in granting credit. Such losses should be reduced to a minimum through a careful method of conducting this class of business. When the cost of doing business mounts to figures previously unknown, then it is of the utmost importance that bad debts should not increase this overhead to still greater proportions, leaving little or nothing as a net profit at the end of the year. In extending credit the dealer should know the individuality of the person, the possibilities of the

farm he cultivates, and any other facts that are pertinent to such a question. If circumstances do not justify the granting of the credit asked for, the dealer should say so and state his terms of sale. It is far better to lose a sale than to charge the sale to bad debts later on. The policy of leniency in extending credit is responsible for the greater part of the losses in this business. The dealer says, "I know Jones is slow to pay and a little doubtful, but we'll try him." Jones pays a little now and then, and keeps on buying until he owes the dealer a big bill, and then the dealer loses because Jones is a deadbeat and defies anyone to collect the bill.

Further, if the dealer has his capital tied up in book accounts it is certain that he cannot finance himself properly. What is the result? He cannot buy his goods on the advantageous terms that his competitors can. He needs more money for his goods when he sells them. The cash customers go to his competitors and the credit customers come to his store.

A Permanent Farm Machinery and Tractor Exposition

As our readers will note in an announcement in this issue, a large permanent exposition of many products including farm implements and tractors is to be established at the Grand Central Palace in New York by the Merchants' and Manufacturers' Exchange, 405 Lexington Ave., New York City. As soon as possible after the government turns the property back to the Merchants' and Manufacturers' Exchange, the building will be prepared for the exposition, a large portion of which is expected to open Oct. 15.

The farm equipment department will be known as the International Farm Tractor and Implement Exchange. It will occupy one entire floor of the immense building. Club rooms, conference rooms, office facilities, etc., will be provided for the convenience and comfort of foreign buyers.

Big Fibre Exportation

The total exportation of sisal fibre from Yucatan for the year 1918 is estimated at 600,000 bundles and is valued at 48,000,000 pesos (1 pesos = \$0.50 United States Currency). For the current year, it is expected that the output will be even greater, owing to the fact that new markets have been opened in various parts of the world, notably the Argentine Republic, where the fibre is used in the manufacture of grain bags.

Personal

N. Recker is the name of a new dealer at Halkirk.

L. Lang has opened a harness business at Cereal.

G. T. Blunt is owner of an auto accessory store at Lethbridge.

A. Tilleson has opened an automobile agency business at Castor.

M. Connell is a new dealer who is now doing business at Oak Lake.

The Auto Salvage and Repair Co. is a company recently formed in Regina.

Robt. McKerchar is now carrying on an auto and tractor business at Cayley.

A partnership has been registered in the Benito Machine & Carriage Co. in Benito.

The Brantford Scale Co., Brantford, Ont., have started extensions which will double their plant.

R. A. Lister & Co., of Canada, has been registered under the act respecting companies in Saskatchewan.

The Geo. E. Thompson Lighting Rod Co. is the name of a new firm recently incorporated at Moose Jaw.

A. Asmussen, a harness dealer at Stettler, has sold out his business at that point to a firm named Fraser Bros.

Creditors of the Boyce-Geddes Carriage Co., Winnipeg, are asked to file claims with J. L. Elvin, of this city.

W. R. Cole, manager of the Robt. E. Bell Engine & Thresher Co., Winnipeg, was a visitor to Brandon exhibition.

D. N. Jamieson was a visitor to the very complete line of goods shown by his company at the Brandon exhibition.

W. R. Cole, manager of the Robt. E. Bell Engine & Thresher Co., Winnipeg, reports good sales at both the Brandon and Regina Fairs.

The Canadian Automobile Upholstering Co. is the title of a new concern that will undertake auto trimming and finishing in Winnipeg.

Klatz & Senger, implement dealers at Allan, have sold out their business in that town to the Allan Grain Growers' Co-Operative Association.

H. M. Barker, of the Garden City Feeder Co., Regina, was present at Brandon Fair. He reports a very good demand for the products of his company.

The Lipton Automobile and Implement Co. has been incorporated at Lipton, and have se-

cured the sales agencies for several lines of cars and tractors.

A meeting of the Lambert Stooker Co., Winnipeg, was held in this city on July 17th.

The death occurred in Baltimore, following a brief illness of Robert H. Davies, of Toronto, vice-president of the Ontario Wind Engine and Pump Co., Ltd.

A. W. Pierson, a blockman with the Edmonton branch of the International Harvester organization, has resigned. His territory has been filled by R. G. Barron.

J. N. Campbell, who has carried on a carriage manufacturing business at Vancouver for several years, has sold out to a firm that will trade under the name of Ross, Stanley & Ross.

H. F. Anderson, manager of the Tudhope-Anderson Co., Winnipeg, is at present on a visit to the plant and head offices of the Emerson - Brantingham Implement Co., at Rockford, Ill.

E. A. Kemp, manager of the gas engine department of the Canadian Fairbanks-Morse Co., Winnipeg, has gone south on a business trip, during which he will visit Chicago and other trade centres.

Our old friend, Ike Woods, sales manager of the Emerson Mfg. Co., Winnipeg, was on hand at Regina with a complete line-up of the well known wild oat separators manufactured by his company.

John D. Duncan, secretary-treasurer of the Renfrew Machinery Co., Ltd., Renfrew, Ont., has sailed for Scotland and will remain there until October. His duties are being filled by Mr. Dean Dewey.

C. H. McFadyen, formerly principal owner of Christiansen Implements, Ltd., Winnipeg, has sold out his interests in that con-

cern. The company manufacture, plow, harrow and packer attachments.

The Commercial Credit Co. of Canada has been incorporated in Saskatchewan. Their head office is in Toronto, the capital being one million dollars. The company carry on a business financing time sales for dealers.

Arthur J. Hayes, for several years assistant manager of the London, Ont., branch of the Ford Motor Co., has resigned and left this week for Windsor, where he becomes sales manager for Canada, for the Champion Spark Plug Co.

F. N. McDonald, manager of Carriage Factories, Ltd., Winnipeg, has added a new member to his household in the person of a little daughter.

A. F. Stelck, of Sutherland & Stelck, implement dealers at Dauphin, reports a very busy season, and claims that within the next ten years all the farm work in that territory will be done by horses if the present demand for tractors keeps on as it is doing.

J. E. Escherman, manager of the Canadian Hauck Burner Co., recently arrived at Port Hope, Ont., where the Canadian plant is now under construction, and will superintend completion of the plant. Fred Howell, secretary-treasurer of the company, accompanied Mr. Escherman.

E. Einboden and Walter Wilcox have formed a partnership at Bredenburg, where they will carry on an implement, tractor and automobile business.

The Capital Lightning Arrester Co., a concern at Regina, has been broken up. The owners were J. W. Anger, F. Velleneth and M. E. Payne.

Arthur Speight, who returned recently from France, where he spent 38 months, with the siege

batteries, has been engaged by Beatty Bros., Ltd., of Fergus, Ont., to cover the Maritime Provinces and call on the hardware trade. Before going overseas Mr. Speight was with the International Harvester Co.

P. J. Lyons, Minneapolis, died on July 15th of heart failure. He was one of the organizers of the Gas Traction Co., of Minneapolis, which built the Big Four line, afterwards sold to the Emerson-Brantingham Co. In later years he helped organize the Bull Tractor Co., of Minneapolis, which was the first concern to push the small tractor in a large way.

We recently had a visit from E. B. Sawyer, president and general manager of the Cushman Motor Works, of Lincoln, Neb. Mr. Sager was in Winnipeg, spending a day or two at the local branch of the company. He toured up the Pacific Coast to Vancouver and crossed the Rockies, spending a few days at Lake Louise. He is enthusiastic regarding our mountain scenery. En route east he visited Calgary, Edmonton, Regina and Winnipeg.

International Ad. Man Now with Holt

Fred W. Jones has been appointed advertising manager of the Holt Mfg. Co., Peoria, Ill., and has assumed the duties of that position. His work for the International Harvester Co. was in part the preparation of copy for the trade and farm press advertisements of the I. H. C., and has been of a high order, as the readers of those classes of papers know. In addition he has been an important factor in the development of the harvester company's sales force. His articles in the Harvester World, house organ of the I. H. C., have been valuable contributions to implement trade literature.

Fords Now Control Company

Edsel Ford, president of the Ford Motor Co., recently confirmed the report that he had bought out all but one of the minority stockholders, and that the sole control of the company now rests virtually in the hands of his father and himself.

The concentration of the control of the company in the hands of Henry Ford and his son was precipitated by the court decision rendered when the minority stockholders brought suit to compel Mr. Ford to abandon his plan of investing \$20,000,000 in profits and forced him to distribute this

sum among the stockholders.

With the consummation of this transaction the announcement made last winter by Henry Ford to the effect that he would enter upon the manufacture of a car which would sell for considerably less than the present model, is said to be superseded by plans for the steady extension of the present concern.

Merchants' Association Has New Department

F. E. Raymond, secretary of the Saskatchewan branch Retail Merchants' Association, reports a new branch service for the benefit of members of the association in Saskatchewan and Alberta.

It is to be known as the "Advertisers' Service Department," and is meant to give practical service to every merchant who advertises or intends to advertise. Briefly stated, the idea of this new service is as follows:

To write newspaper advertisements for the members of the association. To supply illustrations for same. To draft direct mail advertising. To address and mail envelopes. To draw up complete advertising campaigns to pull both city and country trade. To write business-building envelope enclosures.

Farmers Co-operative Organizations in Saskatchewan

The annual report, for the year ending May 1st, of the Agricultural Co-operative Organizations Saskatchewan, as recently issued, shows that progress is being made along this line. The report embodies the wholesale trading department of the Saskatchewan Grain Growers' Association.

The returns from the co-operative associations show that during the year just closed these organizations have made satisfactory progress in every branch of their activities. The number of shareholders has increased during the year from 12,459 to 15,132; the capital invested has increased from \$151,805.56 to \$230,002.86. The number of associations marketing live stock has increased from 35 to 41 and the number of cars marketed was 687 as compared with 548 cars during the previous year, while the value of the live stock marketed has increased from \$1,050,285.18 to \$1,558,621.14. The value of farm produce marketed has increased considerably, and the aggregate turnover of the associations increased from \$4,160,262.83 to \$5,278,166.03 during the twelve months.

"RAPID-EASY" GRINDERS

THE BEST FOR YOUR TRADE



These Grinders have set and are constantly maintaining a distinctively high-quality mark

STYLE 'D' CUSTOM MILLS

are particularly fine machines—four sizes:

9 3/4 in. 10 1/2 in. 11 in. 13 in.

Several other styles and sizes to suit any power Compared with other Grinders and tested for Operating Efficiency—number of days of active service,

The "RAPID-EASY" is AN EASY WINNER

Arrange now to sell the "Rapid-Easy" and Watch Your Business Grow

J. FLEURY'S SONS
AURORA, ONT., CANADA

Western Agents: JOHN DEERE PLOW CO., LIMITED

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

MOST WORK,
LEAST POWER,
BEST QUALITY

RELIANCE WAGONS Show Unquestionable Value

(REGISTERED)

Farmers expect a wagon to give service long after other implements, purchased at the same time, have worn out—and a good wagon will do it! That is where the Reliance wagon makes good. For day in and day out service over many years, this is the wagon. When you sell a Reliance you sell a wagon without an equal.

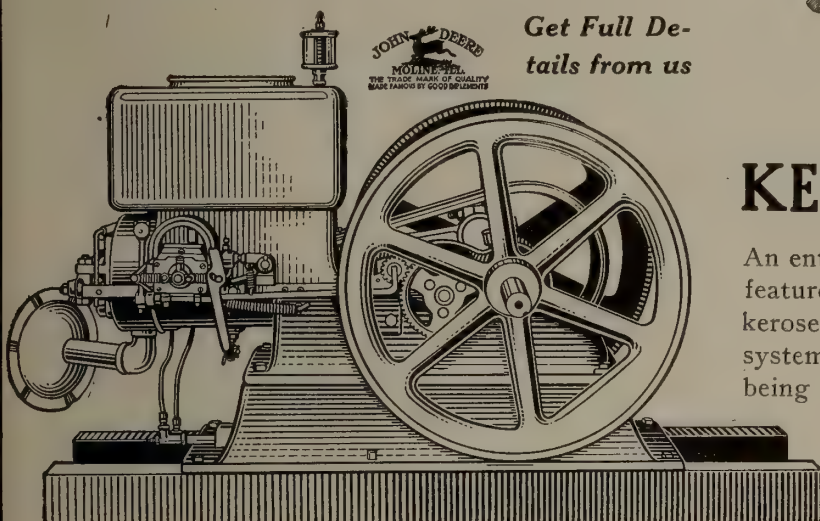
WHEELS, white oak felloes, white oak spokes hot glued into Black Birch hubs. Round edge steel tires.

AXLES, straight grained hard maple, built with machinery that insures exactness and gives extra lightness of draft.

GEARING, seasoned white oak bolsters, hounds, reach and pole. Hickory doubletrees, single-trees and neck yoke.

BOXES, IRONWORK, PAINTING, Southern Box board sides and ends, yellow pine bottom, maple and oak crossbars riveted at ends. All iron work is best open hearth steel. After thorough soaking in linseed oil all parts are primed with lead and seasoned before painting.

*To Sell a Reliance (Registered)
Wagon is to win a Friend*



Get Full De-
tails from us

WATERLOO BOY KEROSENE STATIONARY ENGINES

An entirely new line of engines. Built to burn kerosene at all loads. New features make this engine superior in many ways to other present day kerosene engines. High speed governor, inbuilt oscillating magneto, fuel system has pump feed, overflow pipe maintains proper proportion of fuel being fed to engine. Hopper cooling system with drain cock. Solid steel one-piece crank shaft, I-beam connecting rods. Carried in 2, 3, 5, 7, 9 and 14 h.p. sizes with sub-bases as shown. Hand trucks for 2, 3 or 5 h.p. sizes can also be supplied. Get the folder.

Nos. 15a, 22 and 27a STEEL WHEEL TRUCKS

A large stock of these ready for delivery. No. 15a is built to turn short. $3\frac{1}{4}$ x 10 skeins, 5 inch grooved tire 28 x 34 wheels, hickory axles with oak bolsters. Reach heavily braced. No. 22 has 3 x 9 skein, 4 x $\frac{3}{8}$ grooved tire. Made with hickory axles and good hardwood, well braced throughout. A durable, low priced truck. The 27A is a steel wheel truck made on the farm wagon pattern, well built and finished.

Remember the Organ-
ization behind you . .



PORTABLE ELEVATORS

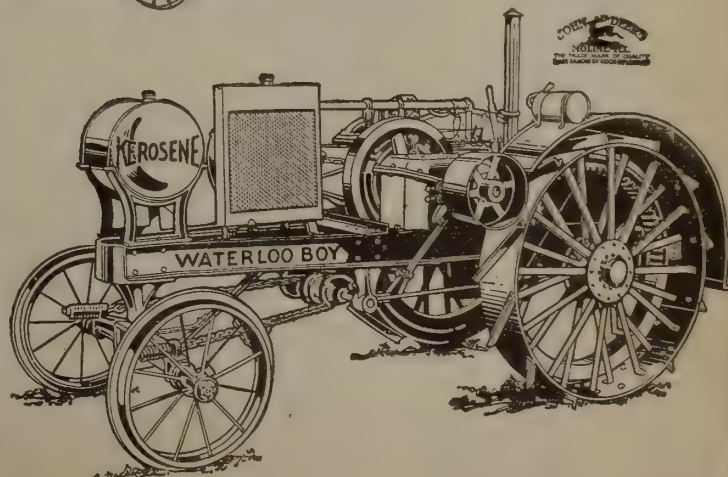
The John Deere—the only Tubular Steel Elevator on the market. 20 ft. section of tubing in which conveyors run, cast iron boot, large receiving hopper. Can be operated with standard 2 to 5 h.p. engine. Entire elevator well balanced and easy to move. Get particulars of this.

WATERLOO BOY KEROSENE TRACTOR

Many of these tractors are being sold for this season's threshing and plowing. Get in some good work this year on your prospect list. Sell them this fall instead of next spring. For an all round 12-25 h.p., 2 speed tractor, using cheapest fuel, the Waterloo Boy should be the farmer's choice.

JOHN DEERE PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE



The Metal Granary

At this season the dealer should be lining up the demand in his territory for granaries or grain bins. Farmers are going to buy grain bins. They need storage space, even though the grain is not held for long.

It is contended by some farmers that metal bins are too high priced, but lumber is also high priced. With \$2.00 or over a bushel for wheat the farmer can afford to spend a few hundred dollars on metal granaries. They last a long time and are handy for storing all grains.

The metal bin offers advantages not found in the granary built of lumber. In the first place it can be hauled home and gotten in shape for holding grain in a jiffy. There is no long wait while a carpenter fumes around in the heat trying to kill time and run up a big bill. Then the metal bin is vermin proof, says an exchange. Those who read the papers know that Australia lost thousands of bushels of wheat because there was no immediate market for the crop, and farmers were obliged to sack the grain, or get it stored in some other form. Mice appreciated the tempting diet offered by the sacked grain, and a plague of mice resulted.

All the enormous loss which resulted could have been avoided if farmers had been equipped with metal bins.

We have several good lines of granaries on the market and if implement dealers will push this line it won't take much to build up a good business and help the farmers in the district store wheat without excessive loss.

Being weather proof, the metal bin will keep grain dry during excessively wet weather. The metal bin occupies small space. It always has a market value, and if the farmer desires to sell his metal bin, he can find a buyer without trouble. The farmer who has grain to store cannot make a better investment than by buying one or more metal bins. Thousands of farmers appreciate the fact, and will do their part if implement dealers give them an opportunity.

Advertise your line of metal bins in the local paper, mentioning the desirable points of this equipment. Farmers will stop and investigate your line when the fact becomes known that your store is headquarters for metal granaries.

Improve and beautify your sales rooms.

Manufacturing Grain Saving Device

The Manitoba Bridge & Iron Works, Winnipeg, are now manufacturing the Anderson grain-saving guards, which, it is claimed, have proven to be very efficient in saving all fallen field crops, including wheat, oats, flax, rye, barley and also timothy and other hay. There are at present over ten thousand sets in use and the sales are increasing. This equipment assures the binder getting all beaten down grain so that, as is often the case, the binder does not pass over the down crop and leave a great deal of grain on the field.

Anderson grain-saving guards are very simple, and the Manitoba Bridge & Iron Works guarantees the device to pick up at least 95% of any fallen or down grain in any field. The upper part of the guard extends over the cutter bar, the reel strikes the grain in front of the knife and carries the straw behind the cutter bar, before the knife cuts it. This enables the binder to make a bundle of any tangled grain, or thin or trampled stalks, making more dollars per acre per harvest. The guards are made to fit on the platform of any binder. Each guard has a socket

which slips over the point of the binder guard and is held in place by one bolt through the platform. The entire set of ten guards can be attached or removed in twenty minutes.

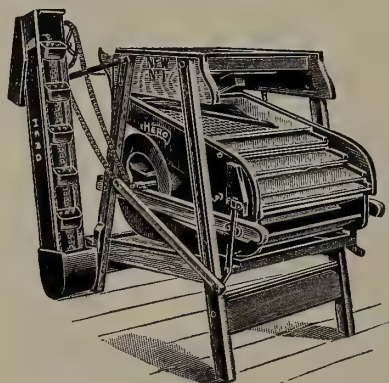
This patented grain-saving guard was patented and devised by Andy Anderson. It was made from force of necessity and not as a luxury. Mr. Anderson was a farmer with a farm about ten miles from Hobart, Oklahoma, and also a blacksmith with a shop in the town of Hobart. There was considerable grain raised in and around Hobart, but every year the loss of crops, due to the amount of grain that had either been blown down or had, from other causes, fallen down, was immense. Many instances of complete losses of the entire crop occurred every year. Mr. Anderson had the same trouble as his neighbors, and it was only after working and trying out several different attachments, that he finally perfected the guard as it is now, and, as it is being put on the market.

Regarding Export Business

When British, Canadian and American firms are able to import implements into France, it is probable that they will find themselves confronted with conditions quite different from those that obtained before the war. The whole country is undergoing a commercial reorganization. It has been cut up into a number of districts, in each of which a committee is to carry on operations, and many of the financial bodies are interesting themselves in the development of business. The Crédit Agricole system is being adopted and extended by the banks, which are allowing credits that almost compel agriculturists to purchase machinery. This organization naturally favors the French agricultural engineering industry as much as possible, for the basis of the present industrial and commercial reconstruction is to produce as much as possible and prevent money from going out of the country.

CLEAN THE WHEAT CROP

*You
Get More
Money
For
Your Wheat*



*You
Save Your
Screenings
For
Feeding Stock*

THE HERO FANNING MILL

CLEANS THE CROP :: :: :: RAISES THE GRADE

INCREASES THE PRICE

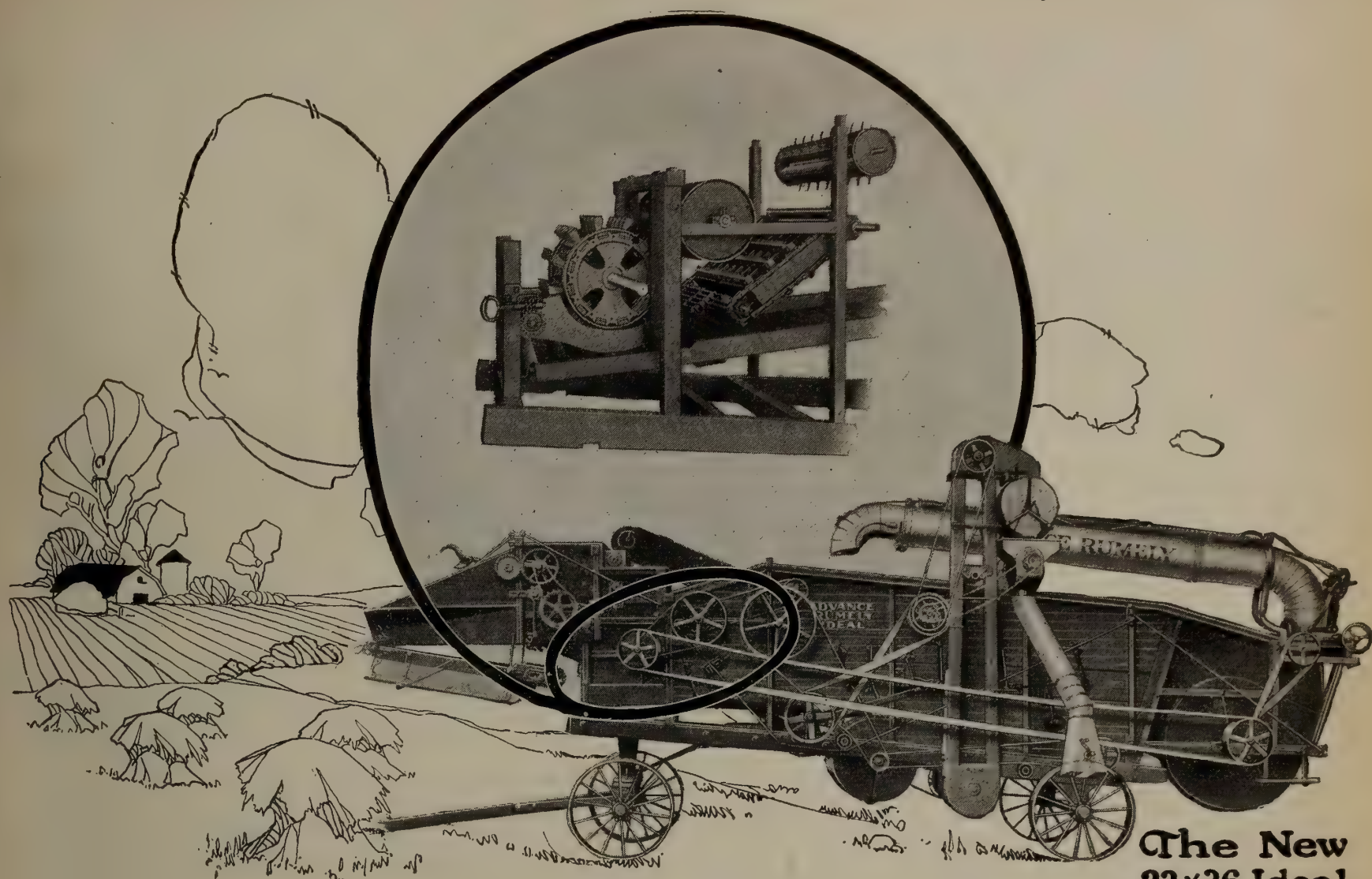
REDUCES DOCKAGE :: :: :: SAVES THE SCREENINGS

EVERY FARM SHOULD HAVE A HERO

WRITE TO-DAY FOR PRICE AND TERMS

D. ACKLAND & SON, LIMITED, WINNIPEG





**The New
22x36 Ideal
Separator**

The Greatest Grain Separating Device Ever Invented

THE first principle of capacity and thorough clean work in a thresher is to *keep the straw moving*. We knew that and built the Ideal around that principle—with the result that the straw is on the move every minute and moving in the right direction—in a *steady even flow*.

First of all, the Rumely cylinder is called upon to do one thing only—to knock the grain from the heads. Notice the position of the grates in the Ideal—not half way up the cylinder but right behind and beneath, where they allow the cylinder to relieve itself of the straw at the most natural point—the bottom, before the cylinder starts on its upward turn.

Then comes the Ideal travelling rake or revolving grate, devised to carry the straw from the cylinder and deliver it to the straw rack in a *constant even stream*.

Briefly, the action is this. When the straw reaches the cylinder the greater part of the grain is shot through the open grate immediately—the straw and whatever grain remains in it shoots over into the jaw between the travelling rake and the first winged beater. This beater forces the straw with a thud hard against the travelling rake which is slatted. This agitation means still more separation. Then the travelling rake, *moving constantly*, delivers the straw to another beater at the top of the rake, which further agitates it and delivers it to the straw rack in a *constant even stream*.

This combination of features in the Ideal is without doubt the greatest grain separating device ever invented. It is an

absolute guarantee against bunching of the straw, winding of the cylinder, choking up.

But the grain isn't all saved even when the straw is properly delivered, unless it is handled in the right manner after it gets onto the straw rack. Most straw racks merely agitate the straw. That is not enough.

In the Ideal, no sooner does the straw drop onto the rack than a set of lifting fingers picks it up. The lifting fingers tear the straw open, rake it, beat it from beneath—*compelling complete separation*. There are several sets of these lifting fingers on the Ideal straw rack and each set means a complete break in the straw.

The extra chaffer area, together with the adjustable sieves in the shoe and the Ideal system of wind control guarantee a perfect job of cleaning without waste, no matter what the conditions may be.

The Ideal is built in four sizes—22 x 36; 28 x 44; 32 x 52 and 36 x 60, each built on the standard Ideal design—the smallest as well as the largest.

To dealers—your territory may be open for an Advance-Rumely dealership. Write for information.



*The guaranteed
oil-burning
oil-cooled
OilPull Tractor is
built in sizes to fit
every size Ideal.*

ADVANCE-RUMELY THRESHER COMPANY, Inc.

La Porte, Indiana

48 Abell Street, Toronto, Ontario

Calgary, Alta.
Regina, Sask.

Saskatoon, Sask.
Winnipeg, Man.

ADVANCE-RUMELY

Winnipeg Separator Concern Buys Out American Factory

The Emerson Manufacturing Company, Winnipeg, who have for some time been distributors of the well known Emerson wild oats separators, announce that they have taken over the entire production of this separator for the whole American continent.

The Winnipeg concern recently concluded negotiations with W. H. Emerson & Sons, Detroit, Mich., whereby they take over the machinery plant, goodwill, stock and all assets of the American concern. W. H. Emerson was in the fanning mill business for thirty-eight years. He will now retire and go to California, where he will reside. The factory in Detroit has for sixteen years been supplying farmers and elevators all over the United States

with this well known grain cleaner.

The Emerson Manufacturing Co., Winnipeg, are at present making large additions to their plant to take care of the expansion. They have been selling a great many separators in both Western and Eastern Canada. The company will employ about forty hands, which will be added to as production increases. Their steadily increasing sales make this a foregone conclusion.

In the sieve of the Emerson machine there are no less than 1,100 pieces of sheet zinc. These are in intricate shape and among the plant that will be shipped to Winnipeg is the specially designed patent Emerson presses which form these sieves. It is but rarely that a Western Canadian concern buys out an American firm, and the enterprise of

the Emerson Manufacturing Co. is to be congratulated. As the management states, they had to take this step so as to keep up with the phenomenal demand for the Emerson mills.

A New British Engine

The invention is reported from England of a new form of prime mover, consisting of a combined internal combustion (gas or oil) and steam engine. With the ordinary gas or oil engine, one of the greatest problems is the removal of the heat generated by the combustion of the fuel, and in the majority of cases this heat is lost or wasted in the sense that it is not converted into useful work. In the new invention arrangements are made to utilize the waste heat for the generation of steam; and the piston, after

being driven in one direction by gas or oil, is driven in the other by steam. By this means the inventor hopes to increase the fuel efficiency at least 20 per cent, and to increase the elasticity of the engine by storing steam in a reservoir so as to sustain for a short time a large overload, which would ordinarily stop the engine.

Tractor Makers in Britain Organize

A British Tractor Manufacturers' Association has been formed for developing and protecting the British tractor industry. George Wood, a director of the Saunderson Tractor and Implement Co., Ltd., Elstow Engineering Works, Bedford, has been elected the first chairman.

A Fact to Consider

At the present time the Canadian manufacturer comes in for a great deal of adverse criticism. But there are some sides to the national importance of our manufacturing industries that at least merit consideration.

The factories of Canada employ at present about 700,000 people. Estimating that each employee has on the average two dependents, the factories of Canada support about 2,000,000 Canadians. These factories therefore enable 2,000,000 Canadians to live in houses, to secure food, clothing and other necessities and comforts of life. It is also worth noting that in addition to those who are actually employed in factories, and their dependents, probably 3,000,000 Canadians live through their indirect association with the industrial system of Canada.

Paint Prices Advance

The paint manufacturers issued a new schedule of prices for their product on July 14. Briefly stated, the advances on various lines are as follows:

All regular lines of oil paints, including marine and railway, advance fifty cents a gallon.

Inside floor and flat wall paints advance 25 cents a gallon.

Roof, barn and bridge paints advance 15 cents a gallon.

Shelf goods, stains, auto enamels, etc., advance fifteen per cent over former list prices.

An advance of two cents a pound is made in oil colors.

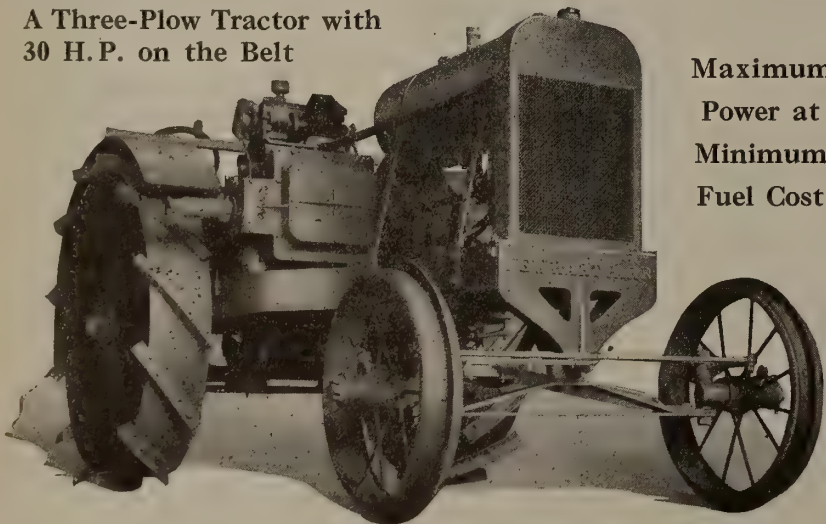
Varnishes costing up to \$2.50 per gallon are advanced 25 cents and varnishes costing more than \$2.50 are increased by 50 cents per gallon.

The New HART-PARR

Has Proven that Tractor Dependability Dominates in the Tractor Sales Field

The New Hart-Parr, in every selling territory in Canada and the U.S., has demonstrated its supreme dependability in doing all field and belt work. Under the acid test of actual working conditions it has proven beyond dispute that experience means much in tractor construction. This because it is the sum total of the long experience of the Founders of the Tractor Industry—the firm who built the famous, Old Reliable Hart-Parrs that broke the prairies. The farmer remembers them. The name—the quality of design and construction—makes sales of the New Hart-Parr that much easier for the dealer. This tractor has wonderful control—ability to go from no load to full load without throttling—perfect balance—and in tests actually delivers 29½ H.P. at the rim of the rear wheels.

A Three-Plow Tractor with 30 H.P. on the Belt



Maximum
Power at
Minimum
Fuel Cost

Specifications:

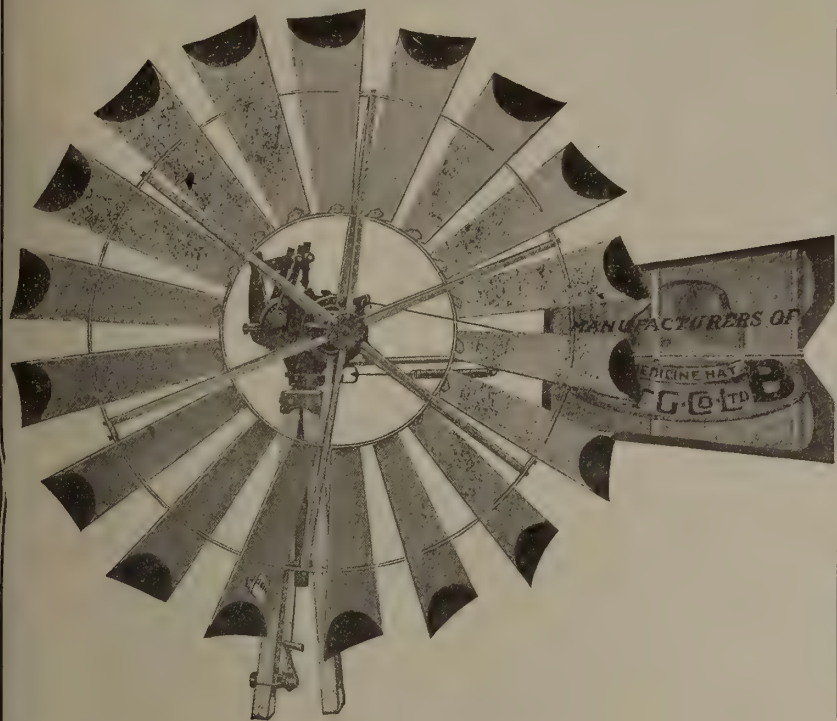
POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dray kerosene shunt.
BEARINGS—SKF and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,150 pounds.

The New Hart-Parr burns kerosene as successfully as other tractors burn gasoline. It is equipped with the Dray Kerosene Shunt—a feature found on no other tractor. In open competition with 22 other tractors it developed 37½ H.P. on kerosene, or 5 H.P. more than any other 3-plow tractor—at a fuel cost of 1½ cents per horse-power-hour. Let us mail you full particulars of this great little tractor.

Distributors for: New Hart-Parr Tractors, P&O Plows and Tillage Implements, "Superior" Horse and Tractor Grain Drills

OUR LIBERAL SALES OFFER WILL INTEREST YOU

HART-PARR OF CANADA, LIMITED
Winnipeg Regina Calgary Saskatoon Edmonton



Windmills

**Double
Geared
Guaranteed
Oilless
Frictionless**

Dealers—a splendid chance to carry the world's best line of windmills. Sizes 8, 10, 12, 14 and 16 feet, 3 and 4 post galvanized steel towers—and the galvanizing is done after the holes, etc., are bored—no chances to rust. Height 15 to 100 feet, braces every 5 feet, governed in all kinds of weather by simple pull-out system. Ball bearing turntables. Two sets of wide-faced gears, two pitmans.

Our catalogue goes into full detail. Get one and make a note of the points.

PUMPS

Also Cylinders and Well Supplies

**Forty-six
different
styles, one
for every
purpose**

And full equipment of pumping supplies. We can manufacture to suit your customers' needs. When you represent us you have two big plants in Western Canada behind you for immediate service. Write us.

**Medicine Hat
Mfg. Co.**

Medicine Hat



**Pump & Brass
Limited**

Alberta

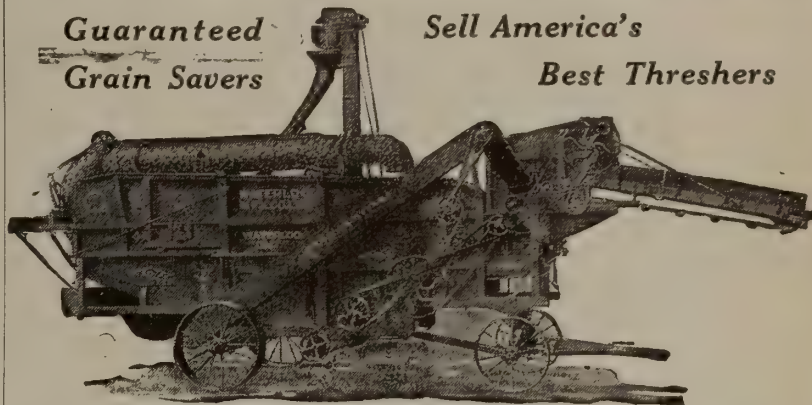
"Waterloo" Champion Separators

ARE PROFIT-MAKERS FOR BOTH DEALER AND FARMER

**Guaranteed
Grain Savers**

Sell America's

Best Threshers

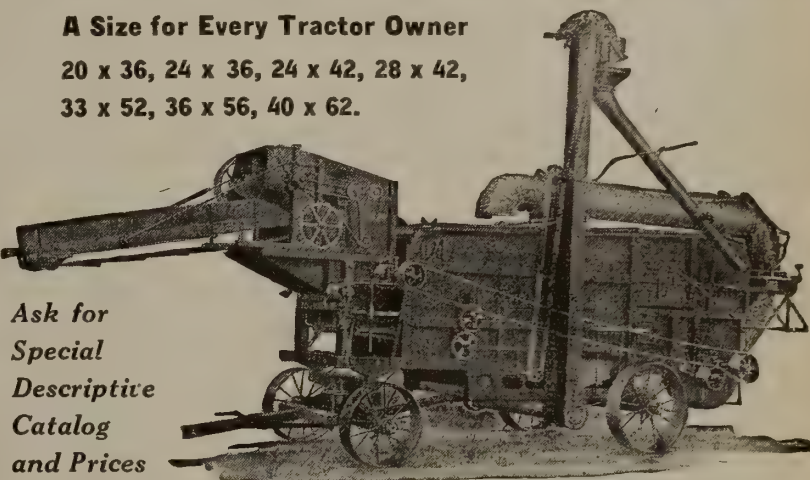


Meet the Demand for Quality Work

A Size for Every Tractor Owner

20 x 36, 24 x 36, 24 x 42, 28 x 42,

33 x 52, 36 x 56, 40 x 62.

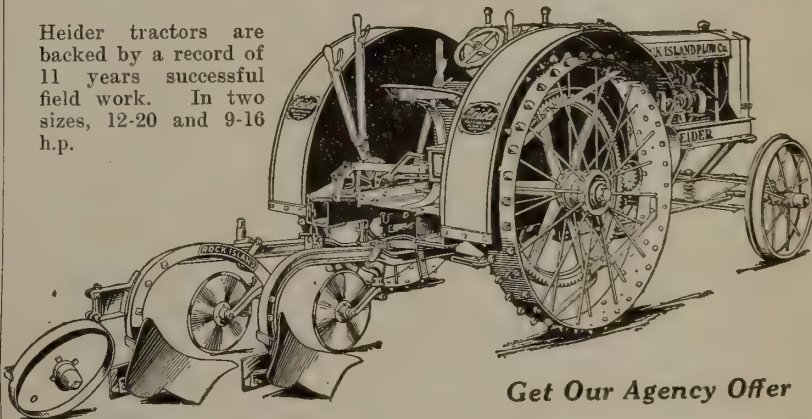


**Ask for
Special
Descriptive
Catalog
and Prices**

For fast, clean threshing, "Waterloo" Champion Separators are a line that ensures satisfaction to the farmer and added prestige to the dealer handling them. They are money-makers and job takers for the thresherman. The smaller sizes ideally meet the demand from owners of light and medium-weight tractors. Built for hand feed or self feed without change, also for straw carrier or wind stacker. The three larger sizes have 16 double-bar cylinders; the other sizes 12 double-bar. From cylinder to cleaning shoe, throughout, they are the best design—Canada's standard of perfection. "Waterloo" Champion Separators have led in sales and satisfaction for over 30 years. You make no mistake when you sell this line to your trade.

Heider Tractors and Rock Island Plows

Heider tractors are backed by a record of 11 years successful field work. In two sizes, 12-20 and 9-16 h.p.



Get Our Agency Offer

A plowing combination that you can sell against any competition. Heider Tractors give steady, dependable power for all haulage and belt work. Rock Island Plows, with the famous front wheel lift, are made in 2, 3 and 4-furrow sizes; equipped with CTX bottoms. Ask for our proposition.

We handle: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

**THE WATERLOO MANUFACTURING
COMPANY, LIMITED**

REGINA PORTAGE LA PRAIRIE SASKATOON

United Engineers and Threshers, Ltd., Alberta Distributors, Calgary and Edmonton

Cheaper Twine Possible for 1920

In the binder twine market, the big feature during the past month was a big cut in the price of sisal fibre. On July 10, says Cordage Trade Journal, the Comision Reguladora, which is the selling organization controlling the sale of Mexican sisal fibre, offered sisal at a price based on 12 cents a pound at Gulf ports.

On Wednesday, July 16, the Comision Reguladora announced that it had sold 120,000 bales of

its sisal on the basis of 10 cents Gulf. This makes the price 10.40 cents New York. It is understood that the International Harvester Company purchased 100,000 bales, and the Plymouth Cordage Company 20,000 bales.

These reductions aggregating five cents per pound make the greatest decline ever recorded in the history of the business, and they have naturally caused much questioning as to what effect they

will have on binder twine prices. Of course, they mean lower prices for the 1920 harvest; but the twine for the 1919 harvest has all been purchased. Export business for South America will get the benefit of lower prices, for the two largest U. S. manufacturers have reduced their quotations for export from 21.30 cents to 16 cents, net cash, free alongside vessel.

Inquiries for Mexican sisal have been received from Europe. One small lot has been sold to a neutral country in Europe. Rumors of a sale of 10,000 bales for shipment to London could not be verified.

One effect of the reduction of five cents per pound in Mexican sisal fibre has been the establishment of a 16-cent price for binder twine for export. Previously it was variously quoted at from 18 to 21.30 cents, the latter representing the export price fixed by the food administration last December. The International Harvester Company is quoting for export "for future delivery" only.

The bulk of the supply of sisal fibre bought for the twine output of the current season was obtained at 16 cents, a small portion at 15. In fixing the margin for manufacturers the U. S. food administration, which then had control of the twine business, made the cost basis 17 cents.

This was only 2 cents below the price that had been paid for the 1918 supply, whereas the fibre prices had been reduced 3 cents. This higher basis was fixed because of the large amount of twine carried over by manufacturers, who, yielding to the pressure applied by the U. S. food administration, had increased production far beyond their own estimates of consumption. The food administration's margin of 4 cents was therefore added to the 17-cent basis to make this year's carload twine price.

From being one of the few commodities in the farmers' list that were relatively higher during the war than before, twine bids fair to take a long jump the other way and become much cheaper relatively, that is, in relation to the prices of farm products. Incidentally it's a bad year to carry twine.

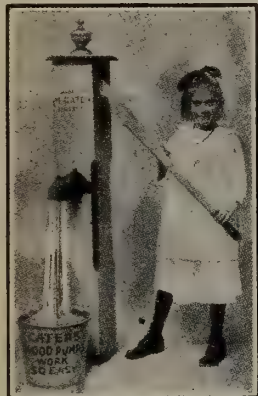
It is apparent that the lower grades of manilla will not be in demand for binder twine purposes at the prices which have lately prevailed, and, if the Comision Reguladora regulates its quotations in accordance with the general trend of the manila market in the future, the door has been closed on the buying of manila fibre as a substitute for Mexican sisal in the manufacture of binder twine.

There is nothing new in regard to manila hemp, but reports from the Philippines indicate that a serious drought is noticeable there and may seriously interfere with the production of this product. Whether this will be a factor to maintain prices at their present level it is hard to determine. In the meantime there are no changes reported in rope prices.

Cut in Price of Implement Wrenches

Based on new factory prices recently to hand lower prices have been named on all sizes of agricultural wrenches. The new discount is 40 per cent off the list or a drop of 10 per cent, making to-day's net prices as follows: 6 in., \$6; 8 in., \$7.20; 10 in., \$8.40; 12 in., \$10.80; 15 in., \$14.40.

Promise and deliver the best kind of services.



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

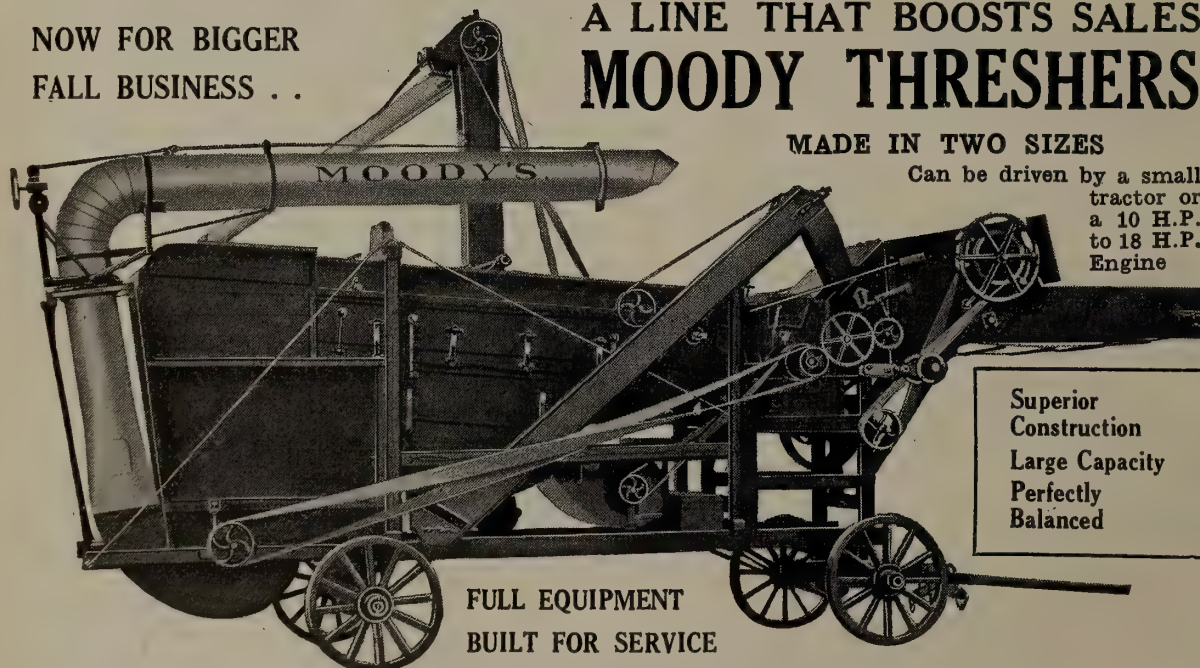
H. CATER, Brandon, Man.

NOW FOR BIGGER
FALL BUSINESS . .

A LINE THAT BOOSTS SALES MOODY THRESHERS

MADE IN TWO SIZES

Can be driven by a small tractor or a 10 H.P. to 18 H.P. Engine



Superior
Construction
Large Capacity
Perfectly
Balanced

FULL EQUIPMENT
BUILT FOR SERVICE

Their Record for Fast, Clean Threshing is Unequalled

Don't wait until the grain is ready to handle. Line up the demand for Moody Threshers NOW. It is there—right in your territory. Sell the separator that assures big capacity and efficient work under all crop conditions. With the Moody you sell satisfaction. You have no complaints about grain wastage or poor separation. And the repair outlay is the smallest of any individual threshers sold. Strongly built and braced—stands the pull of the tractor and

the heaviest service demands. All weed seeds are bagged separately—an exclusive Moody feature. Cylinder, beater, straw deck, shoe, elevator, straw carrier, sacker—every part in construction designed for long service. Turn your prospects into sales by showing them Moody quality. Every Moody Thresher sold is a silent salesman, and adds to your prestige and profits.

WE GUARANTEE PROMPT DELIVERY

Distributors:

New Home Machinery Co. Ltd., Saskatoon
Francoeur Bros., Camrose and Edmonton
Mitchell's Hardware Ltd., - - Brandon

ASK FOR CATALOG
PLACE YOUR
ORDER NOW

TURNER Simplicity

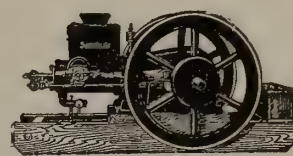
Pre-eminent as the tractor for all year around use on the average sized farm. For individual sized belt operated farm machinery and 3-plow drawbar duty, the 14-25 kerosene burning Turner, provides a popular, ideal power plant that is fast selling and stays sold.

For quick action on dealer proposition—address

Turner Manufacturing Company
215 Lake Street Port Washington, Wis.

Distributors:

Turner Tractor Sales Co., WINNIPEG
Maxwell's, Ltd., ST. MARY'S, ONT.
Eug. Julien & Co., Ltd., QUEBEC
Capital Motor, EDMONTON, ALTA.
Turner-Simplicity Farm Tractor Co.,
SASKATOON, SASK.



Manufacturers of Simplicity
Engines for Eighteen Years



Canadian Manufacturers Claim Tractor Industry Must Be Protected

In the United States, as reported in this issue, the makers of farm equipment are trying to have congress erect a tariff wall against the free import of the product of Canadian implement factories. In like manner the Canadian Manufacturers' Association, at their recent convention, gave considerable attention to the effect that free importation on certain tractors is having upon Canada's tractor plants.

At the C. M. A. convention the following resolution was passed relative to the tractor industry in Canada:

"Whereas, The removal of the tariff on certain farm tractors has practically destroyed the Canadian tractor industry and given to the United States employment

in a rapidly expanding industry which at the present rate of consumption would support 18,000 Canadian citizens, and

"Whereas, It is impossible to build up a Canadian tractor industry in the face of unrestricted competition with the United States,

"Be it therefore resolved, That the Dominion Government be urged to enact legislation which will restore to Canada the tractor business transferred to the United States through the removal of the tariff, and permit the development of an industry suited to the economic needs of this country."

In its annual report the Tariff Committee of the Canadian Manufacturers' Association forwarded the following reasons why Canadian tractor makers should be protected:

"In passing the first order-in-council regarding farm tractors, the Government took the position that, owing to war conditions, the stimulation of food production was temporarily more important than the maintenance of the Canadian tractor industry. The second order-in-council continues the concession, but lifts therefrom all provisions that would stamp it as temporary. The number of tractors entered free during the year covered by the first order was 13,641, valued at \$13,056,013. The manufacture of these tractors in Canada would have provided profitable employment for one year for over six thousand men. Reckoning only three to a family, this represents a city of 18,000 inhabitants lost to this country. And the foregoing does not include the mechanics and artisans who should

have been employed in industries in Canada producing supplementary supplies required by a tractor industry.

"Before the first order-in-council was passed, Canadian tractor manufacturers had stocked materials at the then prevailing very high costs. These costs were very much higher than the costs on corresponding materials to United States' tractor manufacturers, whose finished tractors came into Canada free of all customs duties, for, where a Canadian manufacturer had to go to the United States for materials the prices for export to Canada were generally much higher than for "home" consumption in the United States.

Compensation for Depreciation

"Even in respect to the prices paid by the United States manufacturers on stock acquired to complete United States' government contracts, the government of that country has recognized the moral claims of manufacturers to compensation for depreciation in market value of stock on hand, owing to cancellation of such contracts after the conclusion of the armistice. The Canadian tractor manufacturers have been compelled to write off similar shrinkages in value of materials, owing to the unforeseen withdrawal from imported tractors of all customs protective laws. These shrinkages represent ruinous losses.

"It is also a fact that the tractor manufacturers of Canada have to pay the full duties on imported materials, and do not qualify for drawback of 99 per cent of the duties paid until after the tractors are completed.

"Since the complete tractor made in the United States enters this country free of any duty, the manufacturer of corresponding tractors in Canada is handicapped as outlined.

"Your committee also recall the fact that the government purchased over one thousand tractors in the United States. In connection with that transaction, the Canadian tractor manufacturers stated that these tractors were sold to farmers at cost, exclusive of the service costs in educating and training men to run them; and that these service charges were paid for out of the general taxation of the provinces. Corresponding service charges have to be carried in the overhead of Canadian tractor manufacturers; and, consequently, this government competition worked a serious injustice to Canadian manufacturers, the bad effect of which extends down to the present time."

QUICK SELLERS

Carriage Factories, Limited, have five factories from which are produced the various lines here advertised. There is no concern in Canada more up-to-date in its methods, or which can produce better grades at lower prices. Carriage Factories, Limited, give dealers the goods that stand up and which the dealer can stand behind. They bring "repeat orders" from old customers and secure the trade of new customers. It pays to handle these lines.

"C. F." Commercial Bodies

In every city and town, merchants are adopting motor deliveries. Carriage Factories have developed the most perfect lines of Bodies, including Truck Bodies, Express Bodies, Screen-Sides-with-Curtains Bodies, Panel Bodies and Bodies to order. Prices are reasonable and the Bodies are extra strong and handsomely finished.

Carriages

Every Implement Dealer should carry a reliable line of Carriages. Tudhope, Brockville, Canada, McLaughlin, Munroe and McIntosh, and Heney Carriages are all manufactured and marketed under this Corporation's management. Get the literature on these carriages and make your selection for stock.

Heney Harness

Heney Harness is sold all over Canada. Dealers who carry Heney Harness know how easy it is to sell, and that it gives satisfaction. Prices and descriptions on request.

Peerless Trailers

Merchants, such as Hardware Men, Plumbers, Contractors, Lumbermen, etc., need trailers for extra loads, which can be left standing if necessary while the motor takes another trip. Farmers need Trailers for hauling produce. Fifty years of carriage building skill devoted to the Trailer problem, and it has proved a success, has produced the Peerless.

Blankets

Blankets will be a necessity for the next cold season, and orders are seasonable now for fall stocks. Quotations are now ready. Let us know your requirements.

As there will be a heavy demand on all our lines we advise sending your requirements early. Early orders will receive our best attention.

WRITE FOR LITERATURE AND TERMS TO DEALERS

CARRIAGE FACTORIES, LIMITED

Head Office - - - Toronto

Western Office and Showrooms - - - 156 Princess St., Winnipeg

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

MORE KINDS OF WORK MORE DAYS IN THE YEAR

with the

Cletrac

TANK-TYPE TRACTOR

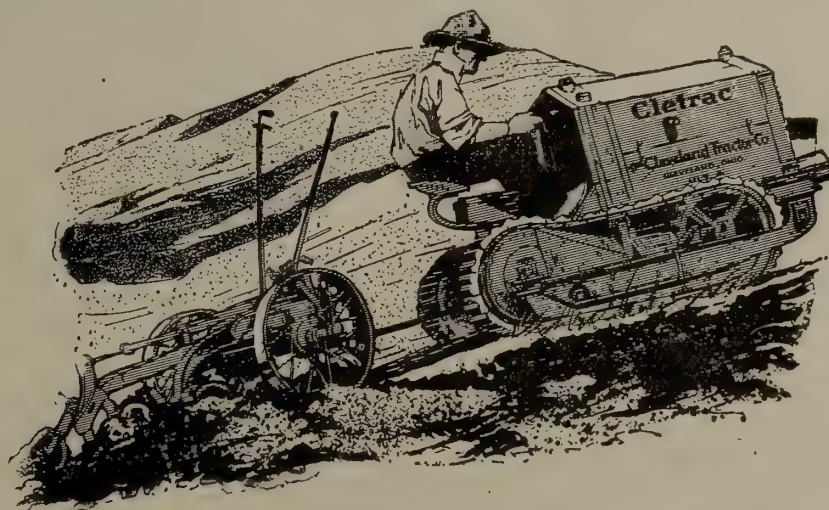
(Formerly known as the Cleveland Tractor)

THE farmer wants a tractor to do a good deal more than plow. He wants it to do his harrowing and seeding and harvesting and hauling and belt work.

He wants a tractor that will take the place of his horses and mules.

The Cletrac works on plowed ground, wet ground, or loose, sandy soil. It doesn't pack. It doesn't slip. It doesn't tip over. It goes over the top of the soil on the two metal tracks it lays down. It's the all-purpose tractor the farmer has been looking for.

If you want a tractor that will carry your tractor sales "over the top," write us about the Cletrac Contract.



A Powerful Two-Plow Tractor at a Reasonable Cost

**The Cleveland Tractor Co.
of Canada Limited**

65 Hydro-Electric Building - - - Windsor, Ont.

Largest Producers of Tank-Type Tractors in the World

Tractor Schools for Soldiers

The courses in gas tractors and motor mechanics, held for returned soldiers by the University of Saskatchewan, Saskatoon, are proving very popular. A new class is opened every month with from twelve to twenty new students every month, with two courses, and sometimes three in operation. Only a few soldiers want to take a course in steam engineering, the gasoline engines possessing far greater attractions.

The Farm Motors Course is a four months' course and includes both stationary engines and tractors, with thorough training in all that pertains to electrical ignition, valve timing and testing, with thorough study of thirteen different types of engines, tractor testing and field operation on the University farm as the final test of the student. Blacksmithing, babbitting and soldering, machine shop and repair work, are other branches where the students are given the same painstaking, thorough instruction.

In connection with this course, there is a four months' course in farm machinery, including the

study and adjustment of the different types of plows, discs, binders, mowers, etc., a wide range of these different models being available for the purpose.

The students in motor mechanics take practically the same course as the farm motors students, with the exception of the elimination of the course in farm machinery, and more machine shop work and a course in oxy-acetylene welding being given in its place. The last two months of this course is devoted largely to overhauling, repairing and studying different models of automobiles.

Saskatoon Concern Making Progress

Jackson Machines Limited, of Saskatoon, are increasing their building capacity by three new buildings which will make their plant one of the most up-to-date factories in Western Canada. This year they are building 250 sheaf loaders and will increase this number for next year when they will also be building a low-down type of separator which will be entirely new in this part of the country.

The factory is located in north Saskatoon and is now working at full capacity. The new separator which they are building has the distinct feature of a low feeder which elevates the grain considerably. The grain stalks are, therefore, threshed low and continuously elevated. Nelson Jackson, the president, and managing director predicts a very large demand for these machines and is hopeful of being able to build as many as the possible demand for next year. Practically all their efforts this year are being confined to the Jackson combination loader. Mr. P. S. Houghton is sec.-treasurer of the company.

Union Bank Shows Great Expansion

Tapping new agricultural districts as well as setting up at strategic commercial points in its recent remarkable expansion the directors of the Union Bank of Canada apparently have had regard for the longer future. Since the commencement of the year the Union Bank of Canada by the opening of 60 new branches has

brought its system up to a total of more than 360 branches. Of this number some 250 alone are in the three western provinces further strengthening the position of the "pioneer bank of Western Canada" in the domestic field.

The Union Bank of Canada, it becomes increasingly clear, has made splendid progress, both within Canada and abroad, following a definite policy of building up an institution of an international character which will provide a financial highway for Canadian trade with foreign countries and give unrivalled banking service throughout the Dominion.

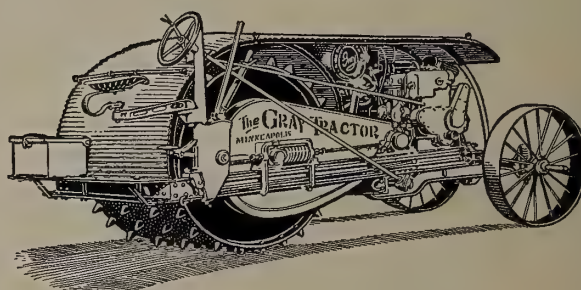
Rumely to Increase Output

The Advance-Rumely Thresher Co., La Porte, Ind., has been called upon to increase its 1920 product 33 1-3 per cent, according to Finley P. Mount, president, in a statement made at a meeting of manufacturers and merchants for the purpose of making arrangements to house the workmen.

Be patient with obstreperous customers.

Gray

TRACTOR



With the Wide Drive Drum

THE GRAY TRACTOR has four outstanding features that specially recommend themselves to Western Farmers.

- 1.—Wide Drive Drum.
- 2.—Side Hitch.
- 3.—Direct Drive Without Bevel Gears.
- 4.—Quality Construction.

These features are appealing to the farmers of Western Canada. The Wide Drive Drum distributes the weight and puts it in the light tractor class. It will pull four

plows in any soil. Over three-fifths of tractor trouble is in the differential—the Gray has eliminated the differential and bevel gears.

We would be delighted to talk over our agency proposition with you. Write us for our colored Illustrated Booklet—it goes fully into detail regarding construction. You can then compare the various points with any other tractor you may have under consideration.

WRITE FOR BOOKLET

Gray Tractor Company of Canada, Limited

307-309 Electric Railway Chambers

WINNIPEG, Man.

A Wonderful Opportunity for Tractor Dealers!

"LISTER" TRACTOR SEPARATORS

Made in Two Sizes—22 x 36 and 26 x 42

Suit any Power Tractor from 8-16 H.P. to 15-30 H.P.

Farmers who have tractor power cannot afford to take chances on the custom outfit. With a "Lister" Tractor Separator they can do their threshing when the grain is ready and weather favorable. "Lister" Tractor Separators are of strong, rigid construction, to take the pull of the tractor and handle the heaviest crops. Fully equipped. Simple in design, they do excellent work under all conditions, cleaning the grain fit for market. We advise you to get our thresher catalog and proposition. Be prepared ahead of time and cash in on this profitable business.

Now is the Time to Order

"Lister" Tractor Separators have extra large separating grate surface, under and behind cylinder. Long bearings and perfect balance, eliminating vibration. Heavy, cold rolled steel shafting; forged steel crankshafts. Four-section sideways straw rack, breaks straw four ways. Perfect shoe design. Supplied with or without the famous grain saving Wind Stacker. Handle and thresh as much grain, with the same power, as any separators, of similar size, on the market. Get complete specifications.

THE LISTER LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.



Big
Capacity

Clean
Separation

Ask for Prices
and Literature
on any item

R.A. LISTER & Co. (Canada), LIMITED

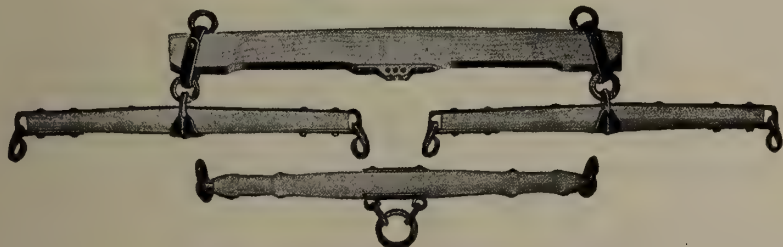
ST. JOHN, N.B.

WALL STREET, WINNIPEG, MAN.
TORONTO

QUEBEC

Let us send
you the Liberal
Lister Offer

Remember—"If it Comes from GREGG
it Must be Good"



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS



FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT



COMBINED TWO AND THREE-HORSE EQUALIZERS

We carry one of the largest stocks of hickory, oak, rock elm, maple and other hardwoods in Canada. For highest grade stock and unequalled finish Gregg Goods hold the trade in any territory.

When You Order Specify Gregg Goods
All Leading Jobbers Handle Our Lines

Customers Who 'Stay Sold' Make Sales for the Gregg Dealers

Wherever Gregg Goods are sold there is bound to be repeat orders—the thing every dealer wants to have. The Gregg Dealers get compliments—not complaints—about the wood goods they handle. They find that the farmer appreciates Gregg Quality by always asking for Gregg Goods when he is on the market for wagon or implement woods.

Wagon and Implement Woods and Hardware

Gregg Plow Eveners, Wagon Sets, Neckyokes and Hitches are built for service. Absolutely guaranteed against defective materials and workmanship. We manufacture: Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Ironed or Steel Clad Wagon Singletrees, Eveners and Neckyokes (sold in crated sets.) Plow Doubletree Sets. Three and Four Horse Hitches. Three Horse Wagon Eveners. Four and Five Horse Gang, Sulky and Disc Plow Eveners. Five and Six Horse Tandem Eveners. Wagon Hardware: clips, ferrules, hooks, neckyoke center and end irons, wagon box straps, straight and hooked. Wagon box rods, etc.

Gregg Manufacturing Co. Ltd.
Winnipeg, Man.

Agricultural Education in Great Britain

Subject to the consent of parliament, it is understood the British Government proposes to expend during the next five years about £2,000,000 (\$9,733,000) on agricultural research and agricultural education. Substantial scholarships will be offered to men who have distinguished themselves in the natural sciences at the universities, and a certain number will be selected for employment in universities and other institutions. Another feature will be the encouragement of higher agricultural education in colleges by means of grants and in other ways.

It is believed that the majority of the counties will set up farm schools or farm institutes, where men may go for winter courses

and women for summer courses, and where school teachers may be instructed in the agricultural and horticultural subjects to be taught in the new continuation schools.

General Motors as a Manufacturing Factor in Canada

In order to keep pace with the growing demand for General Motors cars in Canada the corporation is building extensive manufacturing plants in Walkerville, Ontario. The enterprise is being incorporated as Canadian Products, Ltd., Division of General Motors of Canada, Ltd. At the outset motors and axles will be manufactured for McLaughlin-Buick, Chevrolet 490, Chevrolet FB., and Oakland Six cars, and other parts and other models will be taken on later. The con-

struction of the plants is already well under way and temporary offices were opened on the first of July in the motor plant, where all purchasing of equipment and materials and the employment of personnel will be handled.

The Walkerville development is part of a larger Canadian program of the General Motors, evidenced by the recent formation of the General Motors of Canada, Ltd., of which R. S. McLaughlin is president, with headquarters at Oshawa, Ont. The assembling of General Motors cars will continue to be handled at Oshawa as heretofore.

When you find your mental motor hitting on only one cylinder, and that with consistent regularity, it's time to take a vacation.

Fanning Mill Concern Expands

The Twin City Separator Co., Winnipeg, manufacturers of the well-known Bull Dog fanning mills, are at present constructing a 3-story brick machine shop and warehouse building. Manager P. J. Grout states that with recent additions the total floor space of the company will be 124,000 square feet. Their business to date has been the best in the history of the organization, which has shown a record of steady advancement.

Appointed Sales Manager

In the announcement of the appointment of Mr. H. H. Gill, as eastern sales manager of the Sharples Separator Company, there is much satisfaction expressed in all lines of trade where Mr. Gill has acquired an enviable standing and a great many friends. Mr. Gill entered into his duties July 1st, at which time Mr. A. L. Knight severed his connection with the Sharples Separator Company, as New England sales manager, to become eastern sales manager of the Sharples Milker Company, and Paul D. Smith, formerly sales manager of the Pennsylvania-Ohio district, was made office manager of the Chicago branch of the Sharples Separator Company.

Joins Rumely Organization

Norman Hamilton, who has for some time been in charge of the tractor department of the Renfrew Machinery Company, distributors in Eastern Canada of the Happy Farmer tractor, has been appointed sales manager for Eastern Canada for the Advance Rumely Company, and has already entered upon his new duties. The Advance-Rumely Company has for several years owned a large factory in Toronto, and will eventually manufacture there for their Canadian trade.

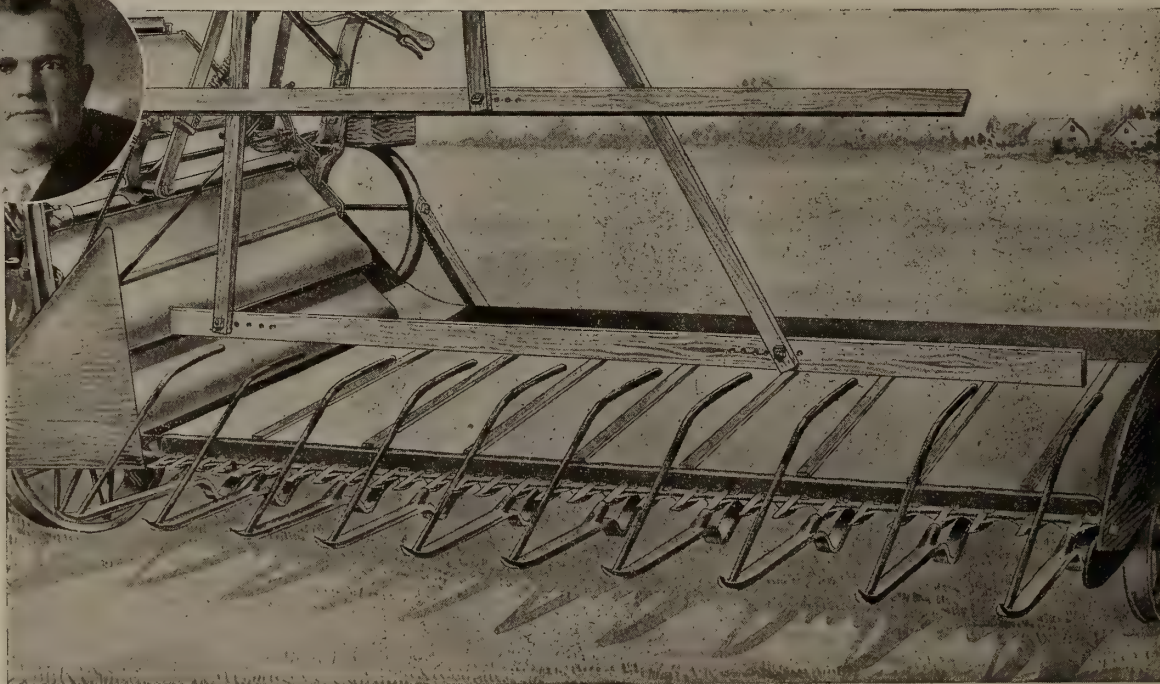
Eddie Business Carries On

The business on Princess St., Winnipeg, for many years carried on by the late William Eddie, will be carried on by his widow, under the title of The William Eddie Estate. S. Bisonett, for the past six years the late Mr. Eddie's assistant, will act as manager. The company act as retail dealers and also as distributors for some well known lines, notably the Aspinwall. They carry an especially heavy repair stock for many lines not now sold in the West.

EVERY BINDER OWNER A PROSPECT



Andy Anderson
inventor
of the
Anderson
Grain
Saving
Device



Every year the loss from fallen grain is immense. Rain storm, wind storm and other weather conditions often level the grain in whole fields, or patches of it, so that a binder cannot cut it. Here is a device that saves that grain. Every implement dealer can sell the device, at a good profit, to every farmer in his district. Any kind of grain—wheat, oats, barley, flax or rye—can be raised so the binder can do a good job.

ANDERSON GRAIN SAVING GUARDS

GUARANTEED TO RAISE 95% OF ALL FALLEN GRAIN

No matter how wet or tangled the grain may be, if the binder can be taken over the field, these guards will save the grain. Every farmer should have a set of ten ready in case of need. The Company backs them strongly with a money refund guarantee if not satisfactory.

DEALERS CAN MAKE MANY SALES

without effort. Sells at \$25.00 per set of ten. We need dealers in every district. Write us now for territory.

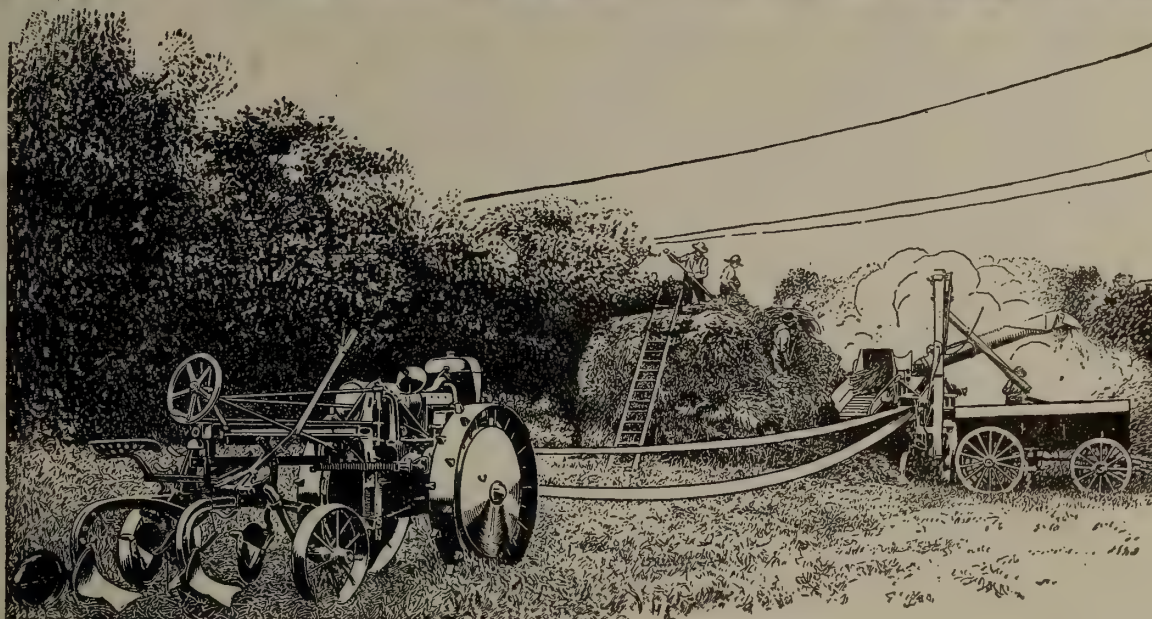
Anderson Grain Saving Device Dept.

**MANITOBA BRIDGE AND IRON WORKS
WINNIPEG - MAN.**

Twenty minutes to put
on and should be used
in all fields

Easily attached to any and all binders. Over 10,000 in use in the United States. Three successful years of service on farms.

MOLINE UNIVERSAL TRACTOR



Saves 1 $\frac{1}{3}$ Men and 5 Horses Per Farm

THROUGH the most comprehensive tractor survey yet attempted, we have found by figures from Moline-Universal Tractor owners—not by guess work—that the Moline-Universal actually saves an average of one and one-third men and five horses per farm.

Over 200 farmers in 37 states from Maine to California and North Dakota to Texas were closely questioned, and their farms ranged in size from 40 to 800 acres. Every one of the Moline-Universal owners whose data forms a basis for these conclusions was selected at random from our list of owners, so that these results are average—not exceptional.

That the Moline is really a Universal Tractor and fits any size farm is proven by the fact that the farms reporting ranged in size as follows: 8 per cent, 100 acres and under; 37 per cent, 100 acres to 200 acres; 21 per cent, from 200 to 300 acres; 13 per cent, from 300 to 400 acres, and 19 per cent above 400 acres. In their report, 76 per cent agreed that they could use the Moline-Universal

wherever they used horses, and 83 per cent said they could do better work—and thereby make more money.

Owners are positive in their statement that the Moline-Universal is a good investment, and 73 per cent of the Moline owners state that they wouldn't farm again without the Moline-Universal Tractor, while the rest say that they would dislike to go back to horses.

In reply to the question, "Can you operate and maintain the Moline-Universal Tractor for what it would cost you to keep three or four horses?" 92 per cent replied "yes." Many reported they could do so for less.

These figures must convince farmers and business men who believe in facts instead of theory that the Moline System of Power Farming is the most economical and efficient, and this is the reason why thousands of Moline Power Farmers are making more money with less hard work.

CANADIAN DISTRIBUTORS:

Willys-Overland, Ltd., West Toronto

Manitoba and Saskatchewan Distributors—Stewart Sheaf Loader Co., Ltd. Branches—Winnipeg and Moose Jaw
General Supplies, Limited, Calgary, Alberta Distributors

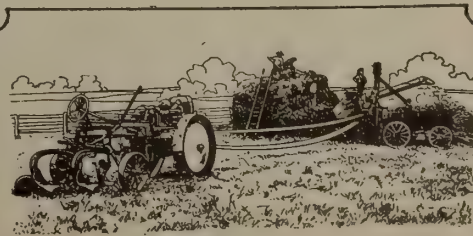
MANUFACTURED BY MOLINE PLOW CO., MOLINE, ILLINOIS



CULTIVATING



HARVESTING



THRESHING

The Economic Advantages of the Tractor

Comparison between the costs of keeping horses and a tractor of equal power are interesting for the man who sells tractors. The cost of upkeep of a horse varies widely. Of late years the expense has continually increased owing to the higher cost of hay, oats, and labor.

According to the official estimates of the United States Agricultural Department, the cost of upkeep of a horse that was about \$80 a few years ago, had increased to \$98 in 1912 and to \$129 in 1914. In 1916, the department reckons the cost to be 167 dollars. Thus the cost of upkeep of a horse has doubled in the last 15 years; in calculating it, the above source has taken into account the interest on capital, depreciation of the animal and harness, food, attendance and shoeing. A ration of 4600 pounds of grain and 6300 pounds of hay per horse per year has been taken as a basis, being figures obtained in an investigation in Minnesota.

On an average 160-acre farm, at least four horses are required; the maintenance charge for these horses would be \$668.76.

For an 8 h.p. tractor costing,

let us say, \$1,000, the maintenance charges are approximately:

Interest on investment at 6 per cent, \$60.00; depreciation and repairs at 20 per cent, \$200; per

ten hours' work, 20 gallons kerosene at 7.7 cents, 54 cents; 1 gallon oil at 35 cents, 35 cents. This would, for 100 working days in the year give a total for fuel and oil of \$189.00. Labor and miscellaneous expenses, not including driver's wages, \$19.87. Total, \$468.87.

Assuming that four horses cost each about \$250, it is seen that the maintenance of an 8 h.p. tractor costs \$200 less than that of four horses. The cost price of the power is the same in both cases.

As regards the comparative cost of a day's work, some official estimates show that a farm horse works from 700 to 1,000 hours a year. Taking the most favorable figure, a horse costs 16.7 cents for each hour of work, the annual cost being \$167.19.

A 160-acre farm, which is taken as the economical minimum of size for tractor employment, requires four horses for the work; therefore the cost per hour of horse labor amounts to 66.8 cents.

The tractor maintained at an expense of \$468.87 for the year, also will work 1,000 hours, at a cost of 46.8 cents per hour, or as it is 8 h.p., it will cost per horse power only 5.8 cents. This is an advantage in favor of the tractor of nearly 11 cents per horse power hour. In fixing the rate of depreciation the writer reckons it at 20 per cent of the cost price, for he thinks that the life of a tractor is very limited, whilst he values the depreciation in value of the horses at only 10 per cent.

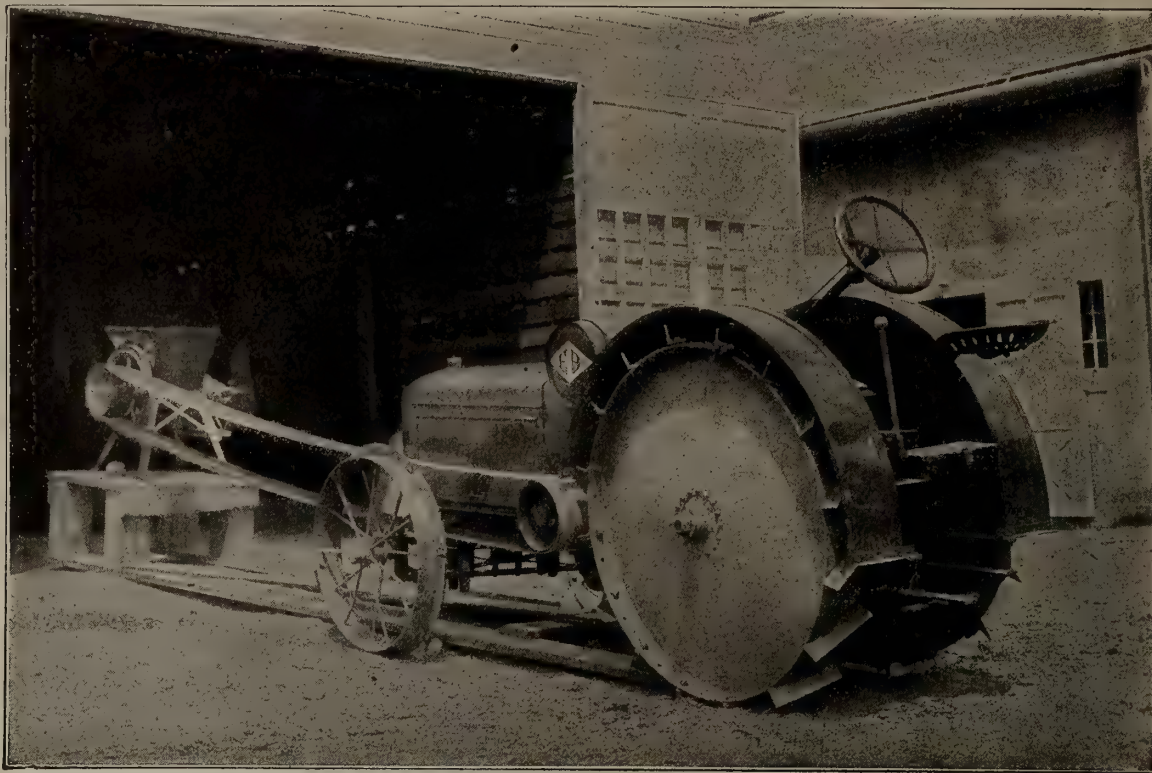
Enquiry for Lumber Prices Probable

From the very close connection which it has with the building situation implement dealers handling lumber all over the Dominion are interested in an enquiry which may be made by the government shortly into prices of lumber. The demand for a probe was made by the Calgary Contractors' Association, which at its annual meeting sent a wire to Sir Robert Borden urging that a prompt and thorough investigation be held into the prices of lumber charged by the British Columbia Lumber Manufacturers' Association. The Calgary contractors charge that there is profiteering, and that Canadian consumers are discriminated against, while American buyers are favored. As a result, they claim, industrial discontent is being increased, work in Western Canada is being held up and business is badly handicapped.

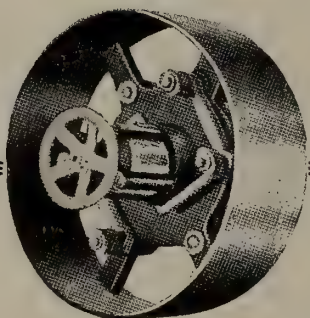
Shipped Binders to States

The Hamilton, Ont. plant of the International Harvester Co. of Canada has been busy on the manufacture of agricultural implements for the American market, a recent shipment to Kansas consisting of 3,000 binders.

If the other fellow advertises his machinery lines and you don't, don't blame your friends if they don't buy from you.



Feed Grinding is another Fall Job for the Small Tractor



MADE IN
CANADA

MADE IN
CANADA

BERNARD'S DOUBLE FRICTION PULLEY

FOR GAS, GASOLINE
AND OIL ENGINES

Operator has Perfect Control

The BERNARD friction pulley gives the operator entire control of his machine, enabling him to start or stop it instantly or gradually, as necessary.

ACCIDENTS have been reduced to a minimum where the Bernard Pulleys are employed.

They are powerful, well built, easy to attach to engine and simple to operate.

Complete information regarding these pulleys in our catalog, sent upon request.

The A. Bernard Industrial Co.

Manufacturers of High - Grade
Power Transmission Appliances

Office and Works: FORTIERVILLE, QUEBEC, CAN.



International Farm Tractor and Implement Exchange

SINCE the recent announcement that Grand Central Palace is to be turned back to the Merchants & Manufacturers Exchange of New York and the immense building now an Army Hospital to be converted into the World's Greatest Exposition Building and Trade Mart, hundreds of manufacturers have written for further particulars. Scores of them have made application for space in the various *permanent* expositions now being organized.

The INTERNATIONAL FARM TRACTOR AND IMPLEMENT EXCHANGE, one of the big permanent features of this great trade mart, will open October 15th—50,000 square feet of floor space devoted to all that is most modern and best in this huge field. Dealers and buyers from all over this country, and every other country who come to New York, will visit it as well as the various other expositions to be installed in the Palace, which by the way will be *the* headquarters of visiting buyers from the four corners of the globe.

If you are a progressive manufacturer marketing a product or products of proven merit, a wonderful opportunity awaits you for the expansion of your domestic and export distribution. It is an opportunity to place your goods right before the eyes of the world's wholesale buyers in a building which will be their New York headquarters. It will be replete with conveniences and comforts to make the out-of-town dealer and visiting buyer feel at home. It is to become the great meeting place of buyer and salesman.

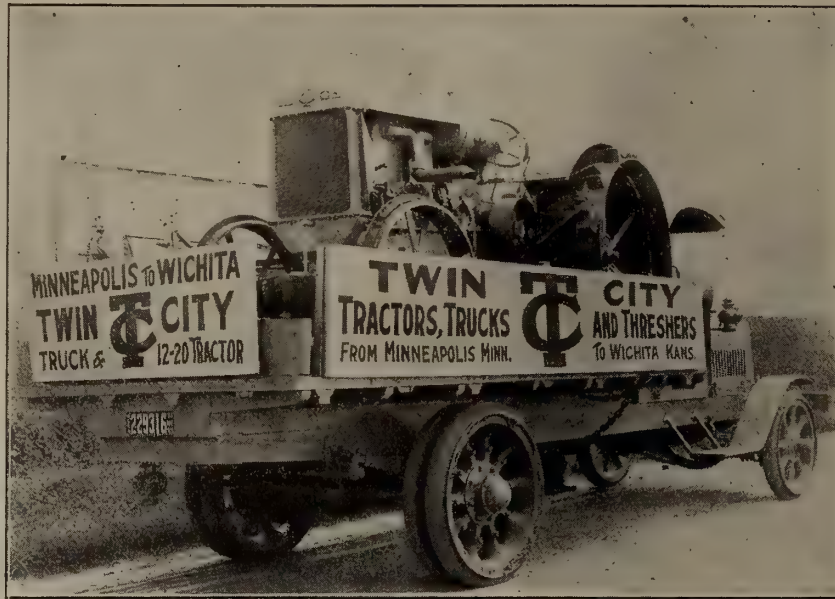
*Make Grand Central Palace Your Salesroom for
World's Trade. For further information address*

International Farm Tractor and Implement Exchange
Room 421 405 Lexington Avenue, New York

Shipping Tractors by Truck

The practicability of the "ship by truck" movement is being demonstrated by the Minneapolis Steel & Machinery Company, manufacturers of Twin City trucks, Twin City tractors, Twin City threshers, and other agricultural machinery products. The illustration shows one of the new 3½ ton Twin City trucks carrying a Twin City "12-20" tractor from the big plant at Minneapolis to the Wichita branch in Kansas.

It is the intention of this big manufacturing concern to deliver at least one truck to each branch and distributor in this way. On the Minneapolis-Wichita trip the appearance of the Twin City truck and Twin City tractor created considerable interest in



"Twin City" Tractor Shipped from Minneapolis to Wichita by Truck

the territory through which it passed, and in many cases where road conditions were none too favorable the appearance of this Twin City outfit was a matter of great surprise, particularly to farmers who had previously claimed that truck traffic on their district road was practically impossible.

As several plowing demonstrations with the Twin City "12-20" tractor were undertaken at different points on the way, no attempt was made to create anything in the nature of a speed record, although the "log" showed an average of from 50 to 60 miles a day.

Looking for Distributors

W. Nisbett is at present in Western Canada in order to locate distributors for the product of the Four Drive Tractor Co., Big Rapids, Mich. His head-

quarters are at 215 Hammond Blk., Moose Jaw. The Four Drive tractor is made in various sizes. There are two 15-26 h.p. types, one selling for \$2,250, the other for \$2,500, f.o.b. factory. Next year they will build a 20-35 h.p. machine that will sell for \$2,500 f.o.b. factory, also a small type tractor.

Bowser Co. Becomes All-Canadian

Announcement is made that S. F. Bowser Company, Limited, Toronto, has been reorganized to operate as a strictly Canadian organization, financed and managed under Canadian control. The company has for a number of years been manufacturing and selling Bowser gasoline and oil pumps, tanks and storage systems under the control of the parent company at Fort Wayne, Indiana. Their Canadian business has grown steadily from year to year, practically their entire Canadian trade being supplied from the Toronto factory. Last year the total Canadian business exceeded half a million dollars.

Barney Baker in West

Barney Baker, well known to the Western trade as being formerly with the Advance-Rumely Co., was a visitor to Regina Exhibition. He was representing the Baker-Robb farm tractor, which is manufactured by the Robb Engineering Works, Ltd., of Amherst, N.S. Twelve sample machines have been built. The factory will be on a production basis very shortly and the company will probably open a Western office in Winnipeg.

Machinery Merger in U. S.

The General Harvester Corporation of America has been incorporated under the laws of the state of Michigan, and will engage in the manufacture and sale of agricultural machinery.

It is understood that the new company will acquire, by purchase and merger, several important and old established plants engaged in this line of industry.

The new company has been incorporated with a nominal capital of only \$1,000,000, but it is understood that this will be increased to at least \$10,000,000 by the time the various units, that have been tentatively accepted are included in the merger.

New Rock Island Plow

The Rock Island Plow Co., Rock Island, Ill., has recently placed on the market a new plow which attaches directly to the Heider Model "C" 12-20 tractor. The company has had this plow in the experimental state for an extended period, during which it has been given many severe trials; in all these tests it has performed with entire satisfaction and has done excellent work.

Steel Plant Expansion

An amalgamation has been made with the Collingwood, Ont., steel plant and the Canadian Western Steel Co., Ltd., with rolling mills at two Western points. The new firm has incorporated in the name of the Canadian Western Steel Corporation, Ltd., and it is proposed to start the idle rolling mills at Collingwood and also start up the open hearth furnaces. Construction will begin within a few weeks. This new corporation will have in operation before long three rolling mills, located at Collingwood, Ont., Medicine Hat and Redcliff, Alberta, also a bolt and nut factory at Medicine Hat, which, it is said, will enable them to supply the trade, both East and West.

PETERS PUMPS

Give More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters' Pump
Proposition
for 1919

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peter's Pump Company, Keokuk, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited
Saskatoon WINNIPEG Calgary

PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO.

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607

19-6th Street Brandon, Man.

Assisting Cletrac Dealers

In line with its policy of assisting the dealers to build their tractor sales on a solid foundation, the Cleveland Tractor Company has secured the services of Mr. Mark Havenhill as regional agricultural director for the southwestern territory with headquarters at Oklahoma City. Mr. Havenhill was formerly professor of farm engineering at the University of Kentucky, and is a graduate of and formerly instructor at the University of Iowa, at Ames.

Roller Bearings in Separator Design

A recent development of the value of anti-friction bearings in farm machinery design is evident in the new Avery grain separator, which has Hyatt roller bearings on the cylinder and blower shafts.

In a separator the cylinder bearings are most important. Ball and socket cylinder boxes are used on some makes of separator, while plain babbitt bearings are made exceptionally long. In spite of careful design to prevent overheating from poor alignment trouble is caused by boxes heating. To avoid this the Avery company have adopted the roller bearing for the cylinder and blower shaft, while the Aultman-Taylor organization are also using it on their cylinder shafts only.

Roller bearings for cylinder shafts are not new, as they have been used in that capacity in combined harvesters for nine years.

The advantage of this installation is that the bearing is non-adjustable, is self-aligning, and requires but very little oil. At the beginning of the season the bearing is packed with hard oil, and then during the working season a spoonful of oil each two weeks is all that is required. The Hyatt Company states that there is a power saving by the use of these bearings, especially for the cylinder and blower shafts. A saving of from 1 to 2 h.p. in the operation of the cylinder alone can be expected, and on many separators the outboard bearing may be eliminated when the roller bearings are used. The blower alone takes 5 to 8 h.p. to drive it.

The pressure that come on the cylinder boxes of a grain separator are very high at times. The steady load of threshing is very great, considering the belt tension due to pull of the belt, plus the weight of the belt and the

natural pull of the tractor on the cylinder pulley to make the belt tight.

When the tractor operator backs the tractor into the belt the whole drawbar pull of the tractor is exerted through the belt to the pulley. This pull must be taken in the bearings. The additional load is so great that often the separator is pulled

out of wheel holes and over blocking, the pull on the bearing coming as high as 12,000 lbs. in some instances.

Marshall Expansion

Marshall, Sons & Co., Ltd., Britannia Ironworks, Gainsborough, who have a Canadian branch in Saskatoon, have ac-

quired certain small adjoining properties with the evident intention of extending their works, but at the present time nothing is definitely settled as to the way in which the site will be utilized.

Good dealers not only make good customers for the manufacturers, but good dealers make good customers for themselves.

KINGSTON CARBURETORS

Recognized Standard for Tractor Use



What Carburetor Dominance Means

One year ago, at the National Tractor Demonstration at Salina, it was shown that 108 manufacturers of tractors were using Kingston Carburetors.

This year at Wichita the number has increased to 122.

The figures give only a faint idea of the tremendous volume of Kingston production for tractors. Something over 80 per cent of all tractor carburetors are Kingstons.

And the tractors now using Kingstons have been doing so in many instances year after year—building higher and higher standards of tractor performance.

The Kingston is the logical tractor carburetor. With the gradual deterioration in fuel quality manufacturers have called for an increasingly efficient carburetor—one that could get *all* the power from the fuel, get it quickly, and use it to the last atom.

The Kingston carburetor functioned splendidly, of course, at the Wichita demonstration, but its best work is going forward, day by day, on thousands of tractors throughout the country. It is the carburetor that has proved itself, over and over again.

LET US TELL YOU MORE ABOUT IT

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

D. A. & S., Man.—"Maple Leaf" grinders are handled by Goold, Shapley & Muir, of Portage la Prairie. Write the branch for repairs.

G. M., Sask.—No concern in Western Canada is handling the "Iowa" cream separator. For prompt supply of repairs, write the Associated Manufacturers' Co., 212 Third Avenue N., Minneapolis.

L. J. H., Sask.—The "Wessax" tractor

attachment for Ford cars, is handled by Western Accessories, Ltd., Moore Light Bldg., 1459 Albert Street, Regina, Sask.

F. A. P., Sask.—Repairs for a New Daytonia sewing machine can be secured from the Dominion Sewing Machine Co., 300 Notre Dame Avenue, Winnipeg.

R. S. L., Alta.—You can procure repairs for a Bowsher sweep mill from Lindsay Bros., Minneapolis. The machine is manufactured by the N. R. Bowsher Co., South Bend, Ind.

D. M., Alta.—For repair parts for distributor for a Teagle high tension magneto, write the Teagle Company, Cleveland, Ohio.

C. J. M., Sask.—The Big Chief engine is made by the Waterloo Foundry Co., Waterloo, Iowa. You can obtain igniter hammer and new piston rings by writing factory direct.

W. H., Man.—A new wheel for an Iron Age cultivator can be procured from the Bateman-Wilkinson Co., Toronto, who handle this line in Canada. The Gamble tractor hitch is manufactured by J. W. Gamble, Boone, Iowa.

B. C. F., Sask.—Drill part F 49 is the rock shaft iron for a Dowagiac drill

made by the Dowagiac Drill Co. at Dowagiac, Mich. Write direct for repairs, or to the Acme Harvesting Machine Co., Minneapolis, Minn.

E. & B., Sask.—Boxings for disc harrow, B 656, B 658 and B 659 are for a Moline disc harrow. For repairs write the John Watson Mfg. Co., Chambers Street, Winnipeg.

L. A., Sask.—Plate for feed cylinder marked H 140 is for a grinder made by the Bauer Bros. Mfg. Co., Springfield, Ohio. Write direct for repairs.

R. E. S., Man.—Flax attachments for binders are made for individual machines by the binder companies. The following concerns in the United States manufacture bunched: Acme Harvesting Machine Co., Peoria, Ill.; F. Blocki Co., Sheboygan, Wis.; Gaterman Mfg. Co., Manitowec, Wis.; Thornburgh Mfg. Co., Bowling Green, Ohio.

Windmill Inventor Dead

La Verne W. Noyes, president of the Aermotor Co., Chicago, and well-known manufacturer, inventor and philanthropist, died in that city recently. He was seventy years old.

Mr. Noyes was born in Genoa, N.Y. In 1872 he was graduated from Iowa State College and in 1879 moved to Chicago and began his work as inventor and manufacturer. He was the inventor of the steel windmill with tilting tower made by the Aermotor Co. and the auto-oiled aermotor. He was one of the earliest builders of steel towers for windmills.

Harrow Inventor Dead

Franklin B. Niesz, president of the Bucher & Gibbs Plow Co., Canton, O., since 1904 and inventor of the Niesz flexible double disc harrow, died recently from cerebral hemorrhage. Mr. Niesz had been connected with the company since boyhood, starting in the shipping department and becoming one of the largest stockholders.

Busy Across Border

Implement dealers in northern North Dakota and northwestern Minnesota report a good business. Their stocks are well cleaned up with the exception of cultivators, on which there has been very little demand. Tractor sales were disappointing, owing to the wet season.

Sharples Appointments

H. H. Gill has been appointed Eastern sales manager of the Sharples Separator Co., West Chester, P. He entered into his duties July 1st, at which time A. L. Knight, formerly New England sales manager, severed his connection with the Sharples company to become Eastern sales manager of the Sharples Milker Co., and Paul D. Smith, formerly sales manager of the Pennsylvania-Ohio district, was made

office manager of the Chicago branch of the company.

A. L. Knight, formerly New England sales manager, has severed his connection with the Sharples Separator Co. to become Eastern sales manager of the Sharples Milker Co.

Too Many Tractors

Many of the 3,000 to 4,000 American tractors and motor plows introduced into Italy were idle last year. This was not due to a surplus importation, but because the types chosen by the Government were quite unsuited to Italian conditions and the Italian systems of cultivation.

Manufacturing Steel Fence Posts

The Metal Shingle and Siding Co., Ltd., Preston, Ont., are putting a new line on the market in the shape of their steel fence posts. Features which the manufacturers enumerate in connection with this line are that they are easy to drive, which means a great saving in cost of installation; they never rot, break, burn or buckle, which means they are economical as to cost of upkeep.

Advance-Rumley Production to be Increased

According to Finley P. Mount, president of the Advance-Rumley Co., of La Porte, Ind., his company has been called upon to increase its 1920 production at least thirty-three and one-third per cent over the 1919 estimates. The statement was made at a meeting of manufacturers and merchants for the purpose of making arrangements to house the workmen who are now living in tents. The Advance-Rumley Co.'s business, it is said, amounted to approximately \$8,000,000 last year.

Company Increases Capital

Announcement has been made that the capital stock of the Root & Van Dervoort Engineering Co., Moline, Ill., has been increased to \$7,500,000. This is an increase of nearly 400 per cent. The company was founded in 1908 by W. H. Van Dervoort and O. J. Root. Mr. Van Dervoort continues to be president and Mr. Root vice-president. The industry will now be confined to making automobiles and engines and motors for farm machinery.

Go after business in a way to make everyone take notice.



"EASTLAKE"

Portable Granary

You need it. It's got the design, the strength, the quality-materials and all up-to-date features. Made of heavy, galvanized and corrugated steel, curved—twenty-nine times stronger than flat sheets—by a firm who have been making for 30 years the goods the West wants. No cast iron to break—all pressed steel. All machine-made, therefore quick and

easy to erect or take down. Weather-tight doors big enough to climb through. Take out any roof section in 3 minutes and

You Can Fill From Any Side

After filling, replace roof section and it bolts back, absolutely rain and snow tight. Chutes, with cut-offs, at 2 heights making bag filling easy. Size 12 feet 5 inches diameter, by 9 feet 11 inches at eaves, total capacity 1015 "Imperial" bushels.

You can't appreciate the "Eastlake" until you see the big illustrations in our new folders. Write to-day for same and prices to

173

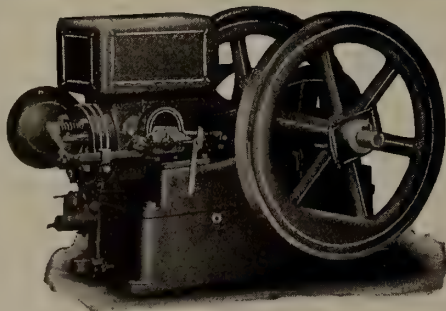
THE METALLIC ROOFING CO., LIMITED

Manufacturers - - - 797 Notre Dame Ave., Winnipeg.

JUMBO

Kerosene-Gasoline ENGINES

3, 5 and 7 H. P.



Get, and Hold, Engine Business for Dealers
Ask for Our Attractive Sales Offer

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horse-powers.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.
WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited
WINNIPEG REGINA SASKATOON CALGARY



INTERNATIONAL KEROSENE ENGINES

WE are now well into the Twentieth Century and well into the age of power on the farm. Yet the greatest possibilities for the dealer in farm power are far from realized.

Out along the several roads leading into your town there is a great deal of dissatisfaction, discomfort and irritation growing out of the lack of small engine power. On every farm there are time-and-energy-wasting drudge jobs—pumping, washing, sawing, separator turning, churning, grinding, shelling, etc.

There is the crying need for small engine power. *There* is your opportunity. You can place **International Engines** on a dozen or more such farms this year if you want to. Internationals are popular, well made, operating on low cost kerosene, built in 1½, 3, and 6 h.p. sizes.

The agent who is not now selling **International Engines** will benefit by taking the matter up with the nearest branch house. See the blockman at your earliest opportunity.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.,
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

Happy Farmer Tractors

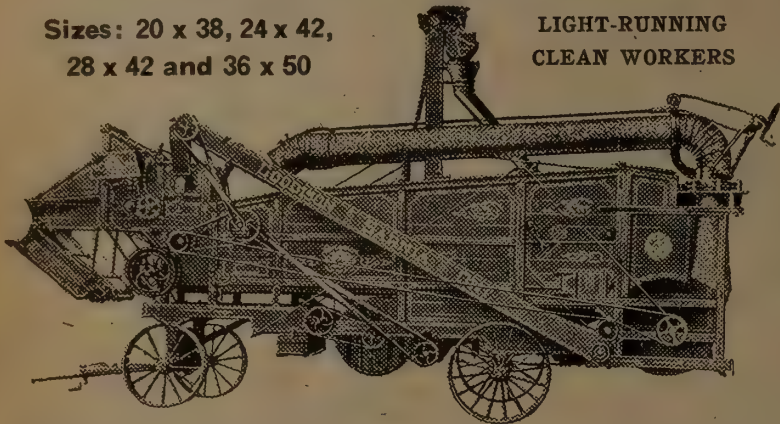
12-24 H.P. Capacity 3 Plows

Hold the lowest fuel consumption record. Burn kerosene perfectly. Simple, accessible design. Positively self-guiding. Absolutely dependable in field or belt work. Now sold to dealers in Canada at exactly the same price paid by dealers in the U.S., F.O.B. Factory. Ask for our liberal proposition—NOW.

Goodison Threshers

Sizes: 20 x 38, 24 x 42,
28 x 42 and 36 x 50

LIGHT-RUNNING
CLEAN WORKERS



Made in Canada and backed by a record of 35 years perfect service. Exceptionally strong construction. Complete equipment. Double racks and balanced motion reduces vibration to a minimum. A money-making fall line.

Dealers—Now is the Time to Act

**Gasoline Engine & Tractor
COMPANY, LTD.**

104 Princess Street Winnipeg, Man.

BULL DOG FANNING MILLS

Mean Clean Grain and Bigger Profits

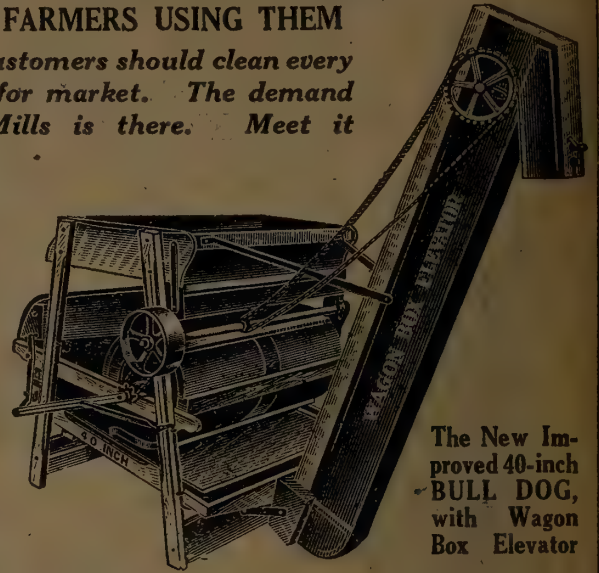
FOR THE FARMERS USING THEM

This year your customers should clean every bushel of grain for market. The demand for Bull Dog Mills is there. Meet it

BULL DOG MILLS

Made in
five sizes:
24, 32, 40,
48 and 64
inch sieve
widths

Capacities:
25 to 150
bushels
per hour



The New Improved 40-inch BULL DOG, with Wagon Box Elevator

The 40 inch New Improved Bull Dog is a big seller. Like all others of our family it has new features found on no other mill on the market. These are the Force Feed Roller, giving a perfectly even flow of grain over sieves, and the New Weed Screen Sieve, which makes dustless operation and gives cleaning results that have never been equalled. Dealers: We can supply you from stock on the shortest notice.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

BUILT FOR HONEST SERVICE

“EMPIRE”

Western Farm Wagons

The quality construction, superior materials and excellent finish of “Empire” Western Farm Wagons give the dealer a line that sells against all competition. Double boxes are absolutely grain-tight. Made in eight sizes. Axles, select hickory. Truss rods extend from end to end of axles. Gears (front and rear) double clipped and heavily ironed. Dust-proof skeins are made from semi-steel castings. Wheels have birch hubs, oak rims and spokes, and rims are riveted. Steel clad reach and tongue. Lazy-back seats. Finely painted and finished. Skeins: $3\frac{1}{4} \times 10$ and $3\frac{1}{2} \times 11$. Tires: $2\frac{1}{2} \times \frac{1}{2}$ and $3 \times \frac{1}{2}$. Wheels: 44-52 inches. Bolster: 38 inches. Box depth: 28 inches. Capacities: 4,000 to 6,000 lbs.

ASK FOR SPECIAL WAGON CATALOGUE



We Handle Disc and Moldboard Plows, Tractors, Engines, Manure Spreaders, Hay Machinery, Wagons, Trucks, etc. Ask for Literature.

Sell T-A Handy Trucks

Here we show our No. 88 Handy Truck, a fast selling line. Skein $3\frac{1}{4} \times 10$ inches. Tires: $4 \times \frac{3}{8}$ inches. Wheels: 28-34 inches. Bolster, 30 or 40 inches. Capacity: 3,000 lbs. Note the short-turn, cut-under design, giving almost a right angle turn. Bolsters have removable, malleable stakes, taking 38 or 40-inch wagon boxes as required. Bolsters and sand boards heavily plated. No front hounds. Reach rests between axle and short sand board. Pole is attached by heavy eyebolt, or shafts can be had as ordered. Ask for prices and full particulars of this seasonable line. You cannot sell a better truck.

GET A SAMPLE ON YOUR FLOOR—NOW!

TUDHOPE-ANDERSON CO., LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY

CANADIAN FARM IMPLEMENTS

VOL. XV., No. 9

WINNIPEG, CANADA, SEPTEMBER, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)

UNION BANK OF CANADA



Head Office: Winnipeg

LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital - - - \$5,000,000.00
Deposits Over - - - \$127,000,000.00
Total Assets (as at Nov. 30th, 1918) Over \$153,000,000.00

THE PIONEER BANK of WESTERN CANADA

INSURANCE OF ALL KINDS

HAIL

Employers' Liability Assee. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

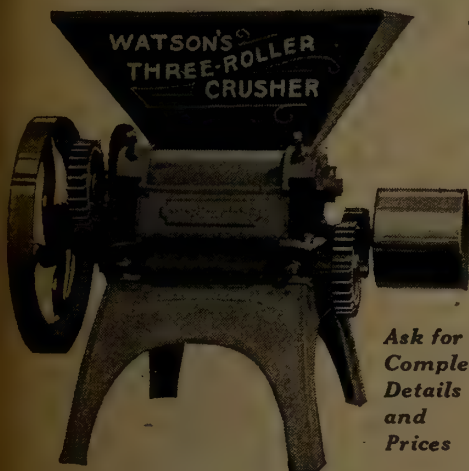
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Roller Crushers and Power Blower Feed Cutters



WATSON'S 3-ROLL GRAIN CRUSHERS are a line the dealer will find in big demand. The grain is fed to three grooved rollers, running at different speeds. Fineness of work quickly regulated by set screws. Strong iron frame; heavy fly-wheel. Pulley furnished as regular equipment. Rolls, 12 x 6 inches. Power required, 6 H.P. and over. Can also be equipped for driving by horse-power.

Ask for Complete Details and Prices

John Watson Mfg. Co.
LIMITED

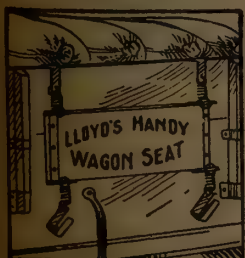
311 CHAMBERS STREET, WINNIPEG, MAN.



WATSON'S "EXCELSIOR" POWER BLOWER CUTTER is powerful and a fast worker. Has 13-inch throat. Length of cut, $\frac{3}{8}$ to 1 inch, or with extra gears, $1\frac{1}{2}$ to $3\frac{1}{2}$ inches. Heavy, balanced, double-knife wheel. Large feed box and well fitted feed rollers. One lever starts, stops and reverses. Knives and gearing fully enclosed. Special English steel knives. Get full particulars of these fast selling machines.

WHEN THE GRAIN IS UNLOADED

And the long way home lies ahead. It's then that one of our spring seats appeals to your customers. A light, springy seat that will carry 600 lbs. with ease. Low set; gives full protection from the wind and complete control of team. Fit any wagon or sleigh box made. Order your wagons less seats and stock the LLOYDS.



The Wagon Loaded

EVERY FARMER IS A PROSPECT FOR

LLOYDS
LOW-DOWN
SPIRAL SPRING
WAGON SEATS



Going Home

MANUFACTURED AND GUARANTEED BY THE
WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.

Prompt Service for Dealers on Vulcanizing and Tire Repair

We have installed one of the most up-to-date vulcanizing plants in Canada and can give Western dealers prompt and efficient service in all repair work. Send us your worn tires and we will make them as good as new. Tell your customers to leave their tires with you to forward. Reasonable prices and work done in the right way

Miller Tires and Accessories

We sell the complete line of the famous Miller Tires, also Miller Accessories, including: Miller Repair Gums and Fabrics, Cementless Tube Patches, Blowout Patches, Blowout Boots, Reliners, Cements, Air Bags, Repair Outfits, Retread Bands, etc. Ask for latest lists.

MILLER TIRE COMPANY, LTD.
154 PRINCESS STREET WINNIPEG

Rubber Belting

That Meets Threshermen's Needs

Threshing generally exacts the unusual in belt service. Outside work, exposure to all sorts of weather conditions, undue stress and strain, explain why.

As the main driving force between the engine and separator, we believe Dunlop "Gibraltar RedSpecial" is unsurpassed. The whirl of the machine is continuous wherever this belt is employed.

"GIBRALTAR RED SPECIAL" and "RELIANCE"

"Gibraltar RedSpecial" Frictioned-Surface Belting was introduced to thresher owners a little over a year ago. It has, by its steady, consistent service and ability to withstand the severe conditions of heat and cold to which a thresher belt is subjected, proven its right to be called "The Belt de Luxe" for Thresher and Agricultural use.

It will pay you to buy "Gibraltar RedSpecial" in preference to other kinds of Belting on account of its tremendous wearing strength. It is a high-priced belt,

but one that renders superior satisfaction at all times. With it you are assured of that uninterrupted service, that freedom from breakdowns, which mean so much to the threshing gang in the busy season. This year, as an added feature, we are stitching it at no extra cost to you.

"Reliance" is still the choice of those who insist on getting the best in the rubber-covered, stitched type. "Reliance" is thoroughly dependable and has won wide favor in the Prairie Provinces.

Dunlop Canvas Thresher Belts and Dunlop Agricultural Hose are conspicuously upholding the reputation of the "Two Hands" line of Rubber Products.

Dunlop Tire & Rubber Goods Company, Limited

Head Office and Factories: TORONTO

Winnipeg Branch: Canada Block, 354 Donald Street.

Regina Branch: 1437 Rose Street.

Saskatoon Branch: 258 Third Avenue South

Makers of Tires for all Purposes, Mechanical Rubber Products of all Kinds and General Rubber Specialties.



HONOR ROLL OF BELTING

A Tractor with two-cylinder twin motor leads them all

At the first big demonstration of 1919, held by the Ohio State University, Columbus, Ohio, Hart-Parr 30 developed more horse power than any other three-plow tractor among the 22 competing, and it had but one close competitor for fuel economy.

We have been building tractor motors for over eighteen years; in fact, we built the first successful kerosene motor.

In our experience we have found that the two-cylinder twin kerosene motor for a tractor has 20 distinct advantages over the four-cylinder.

Advantages of Hart-Parr 30 Two-Cylinder Twin Motor

1. Less engine experience needed to operate.

2. Handles kerosene better.

3. More accessible.

4. Lower cost per horse power.

5. Half the ignition trouble.

6. Half the valve trouble.

7. Only two main bearings. Cannot get out of line and break crank shaft.

8. Few bearings, and these may be oiled by mechanical oiler.

9. Less gearing because of lower engine speed and less reduction.

10. Best type of gearing may be used because of less reduction to wheels.
11. Less power lost in transmission.

12. Less jacket walls on cylinder, hence more uniform cooling.

13. Easier to cool with radiator.

14. Sturdier, more rugged parts.

15. Slower speed, hence longer life.

16. Less wearing parts.

17. Heavy duty engines have always been one or two cylinders.

18. With cranks at 180 degrees, they may be very well balanced.

19. Similar to stationary engine.

20. Better belt power.

Make your own list of advantages of four-cylinder tractors.

HART-PARR COMPANY
Founders of the Tractor Industry

978 Lawler Street, Charles City, Ia.

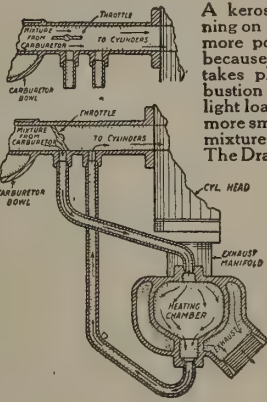
HART-PARR OF CANADA, LIMITED
WINNIPEG AND REGINA

What the Tractors Really Pull

The Belt Horse Power Tests of 1918-1919

NAME	Rating	Fuel	Columbus, O., 1918	Salina, Kan., 1918	Marion, O., 1918	Columbus, O., 1919
Hart-Parr.....	-30	Ker.	31.1	31.5	37.5	
Rumely.....	14-23	Ker.	28.0	35.0	35.0	
I. H. C.....	15-30	Ker.			33.6	
Russell.....	20-40	Ker.			33.4	
Aultman-Taylor.....	15-30	Gas	25.0	26.9	31.8	
Wallis.....	15-25	Gas			27.6	
Case.....	15-27	Ker.			26.5	
Moline.....	9-18	Gas			21.2	
Rumely.....	12-20	Ker.			25.5	
Frick.....	12-25	Ker.			23.8	
Hessian.....	12-24	Ker.			24.9	
Titan.....	10-20	Ker.			23.5	
Waterloo Boy.....	12-25	Ker.	24.0		21.2	
Emerson.....	12-20	Ker.	20.0		19.8	
Steel Mule.....	12-20	Ker.			21.4	
Nilson.....	16-25	Ker.	21.4			
Parrett.....	12-25	Ker.			20.8	
Huber.....	12-25	Ker.	24.0		19.8	
Lauson.....	15-25	Ker.	22.6		18.9	
Fordson.....	11-22	Ker.				21.4
Mogul.....	10-20	Ker.	20.0		19.7	
Sandusky.....	10-20	Ker.	19.5			
Elgin.....	12-25	G-K	18.0		19.3	
Cleveland.....	12-20	Gas	18.7			
Case.....	10-18	Ker.	18.0		16.1	
Shelby.....	9-18	Ker.				18.6
Bull.....	12-24	Ker.	18.6			
Avery.....	12-25	Ker.				18.3
Happy Farmer.....	12-24	Ker.	14.2		18.2	
Whitney.....	9-18	Gas	17.6		19.9	
Heider.....	8-16	Ker.	16.0		16.6	
Avery.....	8-16	Ker.	16.0			
Port Huron.....	12-25	Ker.			With drew	14.4

Dray Kerosene Shunt



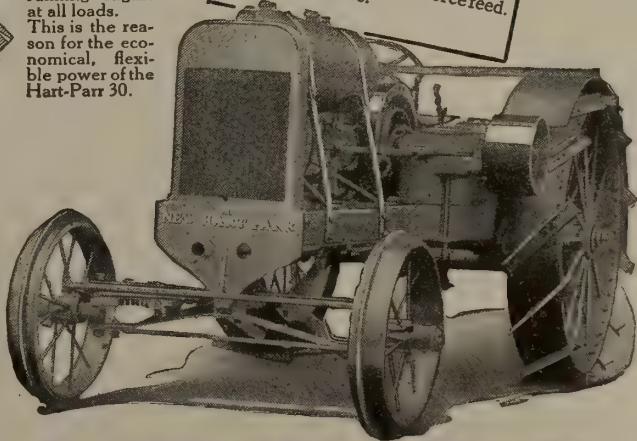
A kerosene engine running on full load produces more power on cold fuel because all the expansion takes place in the combustion chamber. At light load the engine runs more smoothly on hot fuel mixture.

The Dray Kerosene Shunt automatically feeds cold fuel on full load and hot fuel on light load, giving plenty of power when needed and a smooth running engine at all loads.

This is the reason for the economical, flexible power of the Hart-Parr 30.

Specifications
Power—Pulls three plows—30 H.P. on belt.
Motor—2-cylinder twin, 4 cycle.
Valve in head. 750 R. P. M.
Tractor Frame—Cast steel, one piece. No bend, no twist.
Carburetor—Dray kerosene shunt.
Bearings—S. K. F. Ball and Hyatt Roller.
Speeds—Two forward; one reverse.
Transmission—Selective sliding gear.
Cooling Device—Honeycomb radiator—shaft-driven pump and fan.
Lubrication—Fresh oil, force feed.
Weight—5158 lbs.

Dealers: Some good territory open. Write for our proposition.



The New HART-PARR 30

A GOLDEN OPPORTUNITY

WIDE awake dealers who have investigated S.A.T. tell us that our tractor will easily lead the field. Thousands will be sold during the next twelve months. S.A.T. is manufactured and marketed in Canada by a company whose reliability is unquestioned. It is guaranteed to be absolutely free from defects and to do satisfactory work. Dealers who know S.A.T. are glad to back its performance with their own reputation.

S.A.T.

SCHOFIELD AUTOMOTIVE TRACTOR

S.A.T. sells for \$448. It will do everything that tractors costing three times as much will do. It converts any type of car from Ford to Packard into an efficient, practical farm tractor.

S.A.T. is not an experiment or a make-shift. Its merits have been proved by four years of actual use on many farms and by many more years of experimental tests.

S.A.T. is so simply constructed that dealers will find service demands practically eliminated. When you sell a S.A.T. you give the buyer the biggest value on the market and 99 times out of a hundred the whole matter is closed when the sale is completed, excepting that well satisfied users will send their friends to you for others.

The merits of S.A.T. are to be made known by the liberal use of the best farm papers and other mediums in Canada. Territory is going fast. Secure our dealer's proposition without delay.

ORILLIA TRACTORS LIMITED

J. B. TUDHOPE, President M. B. TUDHOPE, Secretary and Treasurer
F. W. VOLLANS, Vice-President and General Manager W. H. TUDHOPE, Director

ORILLIA

ONTARIO

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 9

WINNIPEG, CANADA, SEPTEMBER, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10c

Some Peace Problems and Peace Victories

*An Address at the Alberta Industrial Congress, by
Finley P. Mount, President, Advance-Rumely Co.*

The victories of peace must be achieved by that same broad purpose and spirit of co-operation which animated the Allies in winning the war. There can be no victories without problems, and the most vital problem of all—is, in my judgment, the simple primal one of food.

Notwithstanding the slogan that "Food would win the war," we must admit that the war was won by men; men armed with courage as well as cannon; men armed with right as well as rifles; yet food in the last analysis was the one thing these men dared not lack. And in the production and furnishing of that food for our sons and our allies at the front, the people of your country and my country, blood brothers, so successfully co-ordinated that the war was won, and our two nations are to-day closer together in spirit and co-operation than ever before. Our language is the same; our laws flow from a common origin, and, however much we each have been diluted by strange additions to our melting pots, we each are true to our North American instincts for law and order. It is, therefore a peculiar privilege and pleasure for us from the South to meet here in this great food granary of Canada, the Daylight Land of the North, and discuss with you some of these questions of mutual concern, which the ending of the war has left us as problems of peace. I have said the thing of first importance is food. The absence of food produces Bolshevism, and Bolshevism produces chaos; governmental chaos, industrial chaos, agricultural chaos, moral chaos. Food, then, must again save the world, not this time from the despotic militarism of the Hun, but from itself, and from this infectious discontent conceived in hunger and born in despair.

The Menace of Starvation

There were approximately 300,000,000 people east of the Western front concerned with this war. Besides millions directly killed, untold thousands

died from actual starvation. All Europe is bare. Food stocks are consumed, the land is stripped of its fertility, cattle, sheep, swine and draft animals are depleted.

Because all of the European countries, excepting Russia, Hungary and Roumania, are importers of bread grains we are very apt to overlook the fact that Europe produces more food grains than all the rest of the world combined. It is a fact that Europe produces more food grains than all the rest of the world combined. It is a fact that those European countries, including Asiatic Russia, who were actually engaged in the war, and over whose territories the war was actually fought, produced in 1913, the last complete statistical year, over sixty per cent of the entire bread grains of the world. Taking the four bread grains, wheat, oats, barley and rye, for the year mentioned, the figures strikingly reveal the situation which we of the Western World are called upon to meet.

In 1913, as shown in the table, these European countries produced the total given: Austro-Hungary, Belgium, Bulgaria, Finland, France, Germany, Italy, Roumania, Russia, Servia and Turkey. In the right-hand total we have the world production of the same grains in 1913.

	European Production Bushels	World Production Bushels
Wheat	2,059,733,000	4,127,437,000
Oats	2,642,079,000	4,697,437,000
Barley	1,002,345,000	1,650,265,000
Rye	1,748,448,000	1,880,387,000
	7,452,605,000	12,355,526,000

These countries produced one-half of all the wheat produced in the world; a little over one-half of all the oats produced in the world; more than 60 per cent of all the barley produced in the world, and more than 93 per cent of all the rye.



FINLEY P. MOUNT

The year 1913 further shows an exportable surplus of the four food grains above mentioned from all the countries in the world, which were so far beyond seas as to be unavailable during the war, of only 298,610,000 bushels. Of this exportable surplus 219,790,000 bushels was wheat. Since the exportable surplus of wheat from these countries at the armistice, because of the accumulation during the war, was not to exceed 440,000,000 bushels, or double the amount of wheat available for export in the banner year of 1913, the same ratio of increase would be fair to apply to the remaining three grains, oats, barley and rye, so that it may be safely said, that the total available export grains in these countries above mentioned did not exceed 597,000,000 bushels, and this amount constitutes only eight per cent of the total normal production of the war ridden countries named above. Based on 1913 production, this means a shortage in bread grains in Europe of 1,714,000,000 bushels; a shortage so huge that even the unprecedented crops of North America in 1919 cannot commence to satisfy. In 1913 the U.S. and Canada had exports of these four grains totalling only 280,000,000 bushels. From all the

countries in the world the total of these four grains exported in 1913 was only 624,000,000 bushels, so that on this basis we have a shortage of considerably over a billion bushels of bread grains to feed the people of Europe.

North America's Problem

Here, then, is our problem. These people must be fed, and their countries, and their power to produce must be restored; not only for humanity's sake, not alone for their own safety, but for our safety as well. Upon whom may the world better rely than on the Canadian and American farmer, and to meet this demand in the future emphasis should be laid upon the agricultural resources of Canada, for here indeed is the greatest room for expansion in production.

Here you have in your prairie provinces three great empires with possibilities of development so vast the human mind cannot encompass them. You are a great agricultural country now, but will be greater. Your people will increase, your fields broaden, new homes will spring up, your herds will multiply, your farmers will diversify their crops, your methods of production will improve. And as successful agriculture constitutes the very foundation of a nation's prosperity, your future is well assured, and all the things which go with success and prosperity are secured unto you.

Industrial Development Essential

With agricultural development must come industrial development; the one is the concomitant of the other. Your farmer must learn, as ours has long since learned, that industrial development is his best friend, and his best paying investment. As the market at his door increases, so will the value of his products and his farm increase. As new industries are built up in your communities, new opportunities for profit and enjoyment of life are created. Your foreign market for your agricultural products is now good, and it is reasonable to suppose it will be a good market for

some time to come, but eventually your reliance must be on your home market.

A home market is always a better market, a higher and a surer market, and for this reason, if no other, you should see to it that industrial enterprises are built up in each of your local communities. This should be done by building the things your communities most need and the materials for which are nearest at hand. Do not start industries merely for the sake of starting industries. If your industrial development is controlled by the laws of natural selection; if you undertake the things that are nearest at hand in point of raw materials and markets, your efforts will merit and receive a measure of success that will not be disappointing.

Population and Industry

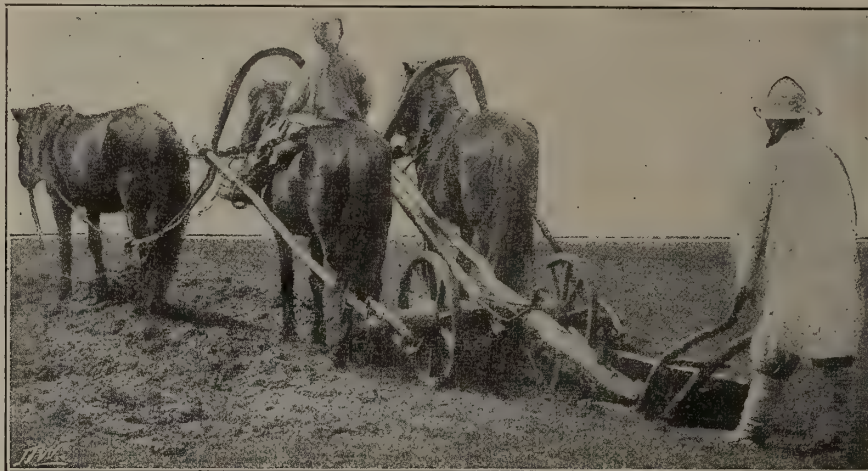
It is predicted that before the end of the present century Canada will have a population of over 75,000,000. Your foreign trade today is greater than was that of the United States when our population was 50,000.

I am informed the population of your prairie provinces in 1916 was 1,698,220, and the value of your manufactured products in 1916 was \$105,000,000. In 1860 the population of the States composing the Northwest territory was 6,919,000, and the total value of the manufactured products was \$281,418,000. The value of manufactured products, therefore, to each inhabitant in the States composing the Northwest territory was in 1860 \$40, while the value of manufactured products in the prairie provinces under your last census is \$61 per capita. This is especially interesting in view of the fact that the agricultural production of the territory I have named in the United States was in 1860 much larger in proportion to population than was the value of manufactured products. The advent of quick transportation, quick communication, improved machinery and equipment in both agriculture and manufacture should, and will, increase the rate of your progress to a degree I should not dare to predict. These, then, are some of your problems, and these are some of the victories which will be yours for the solution, and yours for the winning.

Are you wondering why business is not quite as brisk and why it does not increase as rapidly as you would like? If so, consider the tremendous business-building possibilities of good will.

Large Export Trade Anticipated

Manufacturers of farm implements and farm tools in Canada are in the meantime deeply interested in the export demand, which they anticipate will be enormous. Outside regular business in France over one million dollars value of haying and harvesting machinery plows, etc., was recently shipped to France. A heavy demand is also evident from Roumania.



One of the Primitive Plows as used on the lonely Siberian Steppes.

The factories consider that in the absence of activity in the Canadian trade there is sufficient business available abroad to ensure continuance in production. The production at the leading factories has been heavy. One large plant reported recently that they had in stock sufficient machines to take care of a normal demand for nine months ahead. The principal deterrent to export trade is scarcity of tonnage on the ocean trade rates. It is now evident that some of the markets that were partially closed during the war are beginning to open up again.

Siberia was one of Canada's largest farm machinery customers in pre-war days, and there is now a large number of enquiries from that country.

Studying Foreign Markets

Some of the trade that was formerly in the hands of Germany is likely to pass permanently into other hands, and Canada may secure a fair portion. Roumania, in particular, was a large importer of agricultural tools from Germany. This portion of south-eastern Europe secured only a small proportion of its forks, rakes, etc., from Canada. This business has been given an impetus through the credit arranged by the Trade Commission, and there is little doubt but that an effort will be made to retain export connection for this line of Canadian products in Roumania.

In talking over the situation as regards export trade, one prominent manufacturer of farm mach-

inery in the East said that the needs of prospective customers must be studied in order to secure export trade and a product must be made that conforms with the specifications.

"It is not practicable to make the buyer conform to the ideas of the seller," said this manufacturer. "To get export business, the same principles must be followed as in the case of domestic trade—the orders must be sought. A direct representative must be



A Typical Farmer's Vehicle in Central Siberia.

sent to the customers. Continuous service must be given. The notion that export trade can be taken on in the intervals between spells of activity on the home markets is not a sound one. The needs of the foreign customer

must be given as much attention as is shown the domestic consumer. "It is difficult if not impossible to generalise on the subject of export trade. Each manufacturer must gain his own experience in his own particular line. It may be stated as a general rule, that the exporter must adapt his wares to the needs of the buyer, no matter where situated. In Siberia, for instance, a scythe with a steel blade is useless. The peasants are accustomed to the use of a scythe with an iron blade. They carry a

stone and hammer with them to sharpen the tool when it shows signs of dullness. Such a procedure is obviously disastrous with the type of scythe designed for the Canadian trade. It is not possible to educate the Siberian peasant in the use of a whetstone. He will be unable to read printed directions even if they are issued in his own language. It would be necessary to conform with his time-honored habits and turn out an implement identical with that to which he has been accustomed. This, however, would involve a very large expenditure in equipment that would be quite prohibitive. This may be taken as a fair illustration of the varying needs of foreign markets. These distinctive requirements must be catered to in the interest of successful competition in overseas market.

Co-operative Buying in Siberia

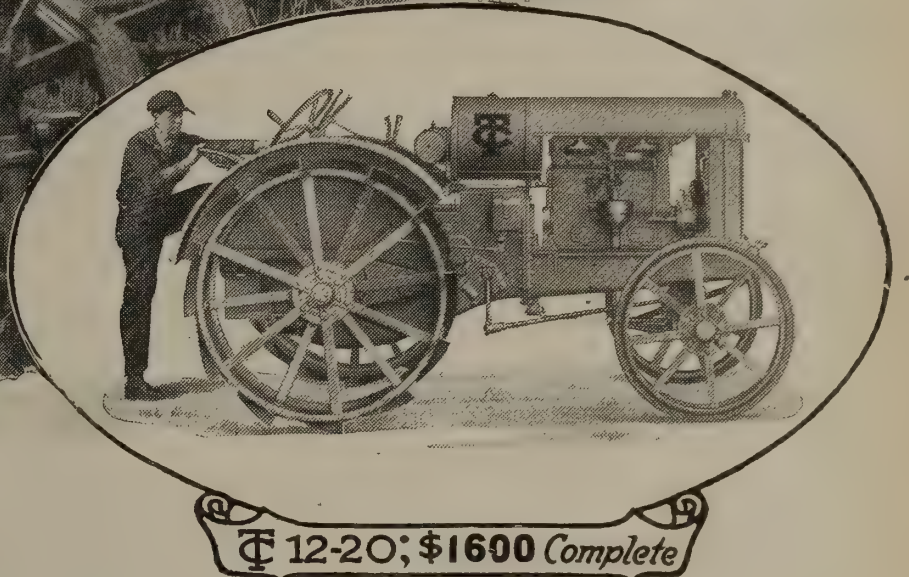
"In Siberia a different system of purchasing is followed than in almost any other country in the world. The purchasing is done through large co-operative organizations, some of which have as many as hundreds of thousands of members. These bodies sell the raw products of the country and secure in exchange the manufactured commodities that are required. It is a system of barter rather than of trade.

The advantage naturally goes to the country which is able to absorb the raw materials and also to supply the type of manufactured goods that are needed.

"Scandinavia, Holland, Great Britain, Belgium, South America, South Africa, New Zealand and Australia are far-flung export fields. The distribution of sales over such an area is of considerable advantage in the case of commodities the sale of which is directly dependent on the crops. When the agricultural conditions are unfavorable in one field, they are likely to be good in another.

for the Tough Jobs

The greatest money's worth for the farmer is the best proposition for the dealer. That is one definite reason why you should get the full details of our dealer proposition on the Twin City 12-20 Tractor. Write or wire for it to-day. Visit our great factory at Minneapolis or our nearest branch.



EVERY farmer knows that the tractor's task is *work, all the time*. The Twin City 12-20 is built on that basis—simple, durable, quickly and easily accessible. And with a big margin of surplus power. It has been subjected to abnormal strains on every character of work on the farm. It has upheld our ideals, and the reputation of the famous *Twin City Line* of larger tractors. We are proud to offer it to the trade.

Note These Definite Advantages

Four-cylinder, vertical **sixteen-valve engine**—valve-in-head type. (This powerful type of motor is now for the first time adapted to the slow speed work of the tractor.)

The **counterbalanced crankshaft** is also a feature of this motor.

The ignition is **Bosch high-tension magneto**.

The transmission is dust-proof, sliding spur-gear type; two speeds forward—**direct drive on both speeds**.

We know that this tractor will make money for you. At \$1600 **complete** it returns full value and is the cleanest purchase in the light tractor field, and it will make an enviable reputation for every dealer who handles it. Get the details of our proposition for your territory.

Minneapolis Steel & Machinery Company of Canada, Ltd.

Manufacturers of the Famous Twin City 16-30, 25-45, 40-65 and 60-90 Tractors

Head Office:—923 Logan Ave. W., Winnipeg, Manitoba

Branches:—Regina, Sask.; Calgary, Alta.

Factories:—Minneapolis, U.S.A.

Export Office:—154 Nassau Street, New York City

TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

Water Supply Systems for the Farm

Among the devices that add to the comfort of every person on the farm is the system providing a plentiful supply of pure running water. There are, of course, many farm homes where a gasoline engine or a windmill and pump supply an elevated tank, from which certain and unvarying pressures of water is available. But for true running water convenience, in abundance and automatically, no plan has equalled the pneumatic water supply systems that have been developed in recent years.

These systems consist of a very strong tank, airtight, into which water is pumped without driving out the air. Since water is not compressible and air is, the water enters the tank and compresses

the air and an air pressure is thereby provided which will force the water supply through the pipes to a considerable distance or height. Of course, the air pressure that is developed depends upon the amount of water that is forced into the tank against the air. A tank that is half filled with water under these conditions will have an air pressure of about fifteen pounds. If about two-thirds filled, the air pressure becomes thirty pounds, and three-fourths, about forty-five pounds.

The advantages of such a system are at once apparent. There is supplied for every farm so equipped an independent source of water under pressure.

Both hot and cold water may be provided. The plants, like farm lighting systems, may be manually operated throughout, or may be either semi or fully automatic.

In addition to comfort and convenience in such a system, there is the almost invaluable protection from fire. Most farm fires, once they are started, are impossible to quench, owing just to the lack of such a supply of water as the pneumatic system furnishes. Besides this, the method saves time, labor and money.

So far as the implement dealer is concerned, the systems are essentially suited to his line. Gasoline engines, windmills and pumps long have been almost exclusively implement dealers' lines. While the city water lines are handled by plumbers, the country towns and the country homes rarely have plumbers to solve

their problems. And the one matter of the installation of the plumbing is the only thing to be added to the implement dealers' regular lines. This is very easily provided for, and dealers who have given some thought and attention to sales along these pneumatic lines have found them interesting as well as profitable.

One of the first essential points to be decided in undertaking to sell the pneumatic water system is the quantity of water that will be required for the customer. As is often the case with the purchase of a gasoline pumping engine, it is better to err on the side of too large a capacity than too small a one. One manufacturer gives these figures as a basis for estimate: For each member of the family allow twenty-five gallons of water a day. For each head of stock allow seven gallons a day. For each hydrant or hose connection of 1-inch size, allow 108 gallons a day. Of course, we know that in the winter there will be no need for 108 gallons of water for sprinkling purposes. Perhaps each member of the family may not require twenty-five gallons of water daily, but in the summer, or at times when large quantities of water are needed, the above mentioned figures are deemed correct as an average and will be found good practice.

Manufacturers of this type of equipment will be able to supply the dealer with literature and information connected with the types of water supply systems which they produce. For sale in the town as well as the country home, this line merits the dealer's attention.

"WATERLOO" SUPREMACY PAYS YOU IN PRESTIGE, PROFITS AND REPEAT ORDERS

"WATERLOO" CHAMPION SEPARATORS

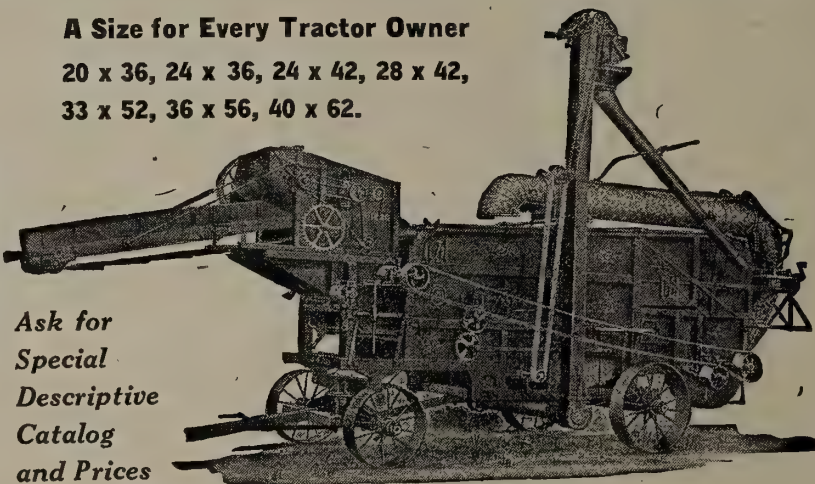
The threshers with a reputation for fast, clean threshing second to none. Have lead in efficient service—and in total of sales—for over 30 years. Smaller sizes are just what the owners of light and medium weight tractors require. Built for hand feed or self feed without change, also for straw carrier or wind stacker. Investigate Canada's leading separator line. It will pay you in increased business.

Guaranteed Grain Savers

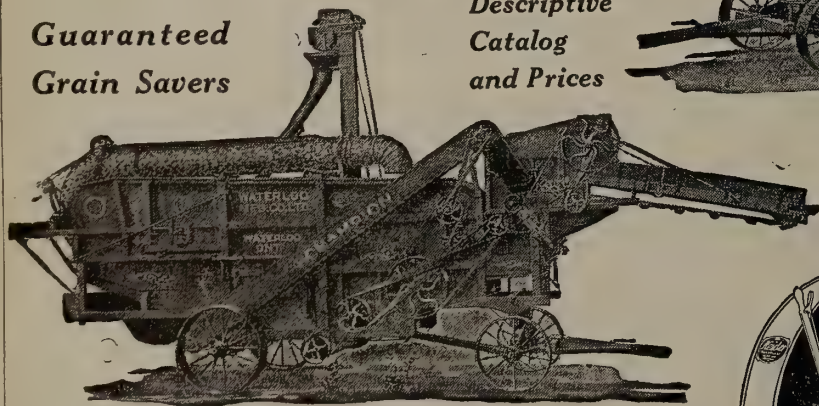
A Size for Every Tractor Owner

20 x 36, 24 x 36, 24 x 42, 28 x 42,
33 x 52, 36 x 56, 40 x 62.

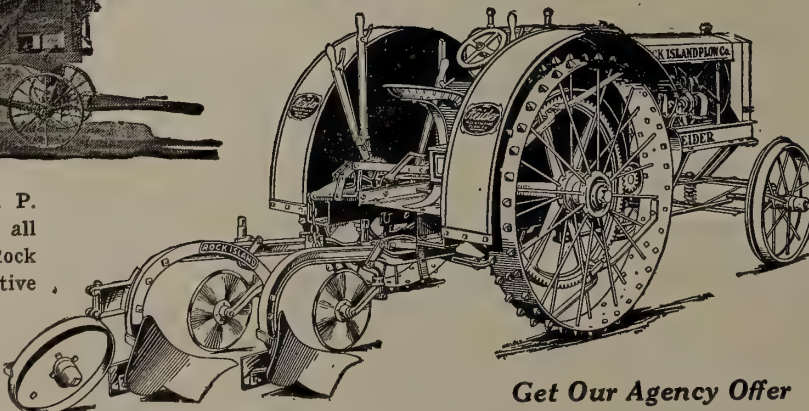
Ask for
Special
Descriptive
Catalog
and Prices



FOR FALL DEMAND, SELL HEIDER TRACTORS & ROCK ISLAND PLOWS



Heider Tractors, in 12-20 and 9-16 H. P. sizes give steady, dependable power for all farm purposes—haulage or belt drive. Rock Island Plows, with the rapid and positive front wheel lift, are made in 2, 3 and 4-furrow sizes. All equipped with the famous CTX Bottoms. Ask for particulars.



Get Our Agency Offer

We handle: Kerosene Tractors, Power Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, Etc.

THE WATERLOO MANUFACTURING CO., LTD.

REGINA

PORTAGE LA PRAIRIE

SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

Separator Concern Opens Canadian Branches

The Swedish Company of Chicago, Ill., have opened branch offices at 422 Power Bldg., Montreal, under the management of J. E. McMurray, and at 714 Confederation Life Bldg., Winnipeg, under the management of E. S. Strachan, in order to give proper attention to its rapidly growing business in Canada. Both Mr. McMurray and Mr. Strachan have had a long and successful record in the cream separator field.

The Swedish Separator Company feel particularly fortunate in securing the services of Mr. McMurray and Mr. Strachan as managers in Eastern and Western Canada because of their wide acquaintance with the trade in Canada.

The company state that they have been making active strides

during the past season and have increased business so rapidly, the Viking separator being in such demand, that it has been thought necessary to open these branch offices to better facilitate the handling of the Canadian business.

The many friends of both Mr. McMurray and Mr. Strachan will no doubt be pleased to hear of their connection with this growing organization and will feel that their success in their new connection is insured.

A Power Harrow Controlled from Tractor Seat

The Rock Island Plow Co., Rock Island, Ill., have now on the market a double gang disc that can be operated directly from the tractor. All three levers are placed on the extreme front section so that the tractor operator can reach them without leaving the cab. This does away with the need for a second man to operate the disk or the necessity of stopping the tractor so the operator can operate the disks, with the consequent loss of time.

The single center lever controls both the right and left sections of the front harrow, while the levers on the right and left side control the right and left sections of the rear harrow. The control enables the operator easily to adjust the angle of the rear harrow at less than the angle of the front harrow as is necessary in many conditions.

Demonstrating Cream Separators

Dealers differ in their methods of interesting their communities in the cream separator, but most men will agree that a demonstration of the machine to your prospect is the most clinching argument. The easiest time to sell any man is the first time you talk to him and why not make that talk as strong as possible by backing it up with a demonstration of the machine? Some time or other, even if you do sell him without demonstrating, you will have to show him how to operate the machine and it might as well be done right at the start.

If you have to drive out to the country and call on him, a sample machine is not going to inconvenience you to any extent if placed in your buggy, wagon or car, and if a sale is made, you are in a position to thoroughly complete your sales by delivery of machine and the getting of the settlement. If you fail to land

your sale, you at least can feel that you have done all that is possible. You won't need to spend as much more time on him; you have only made one trip and would have done that anyway. You'll be able to devote more time to some one else, and, anyway, a thing worth doing at all is worth doing well. Calling upon your prospect without a sample machine is like going to hunt wild ducks without

a rifle — you haven't nearly so many chances to land what you want to hit.

National Dairy Show

This year the National Dairy Show will be held in Chicago, Oct. 6-12. As well as being a great annual event in the dairy world, this year's show will have the biggest display of dairy and barn

equipment ever staged. Dealers who visit the show will be vitally interested in the display of every kind of device that has been perfected for use in the barn or on the farm for the care and handling of dairy cattle and milk and milk products. This will also include a variety of mechanical equipment, more or less directly connected with milk production.

DE LAVAL Dependability

The DE LAVAL Cream Separator is a dependable skimmer. With ordinary care it will keep its remarkably close-skimming qualities for a lifetime.

The DE LAVAL capacity rating is dependable. Each size exceeds its advertised capacity under ordinary, and even under unfavorable, farm conditions.

The De Laval Company is dependable—the oldest and largest cream separator manufacturers in the world.

The DE LAVAL Agency Contract can be depended on to return more and easier separator profits than any other contract.

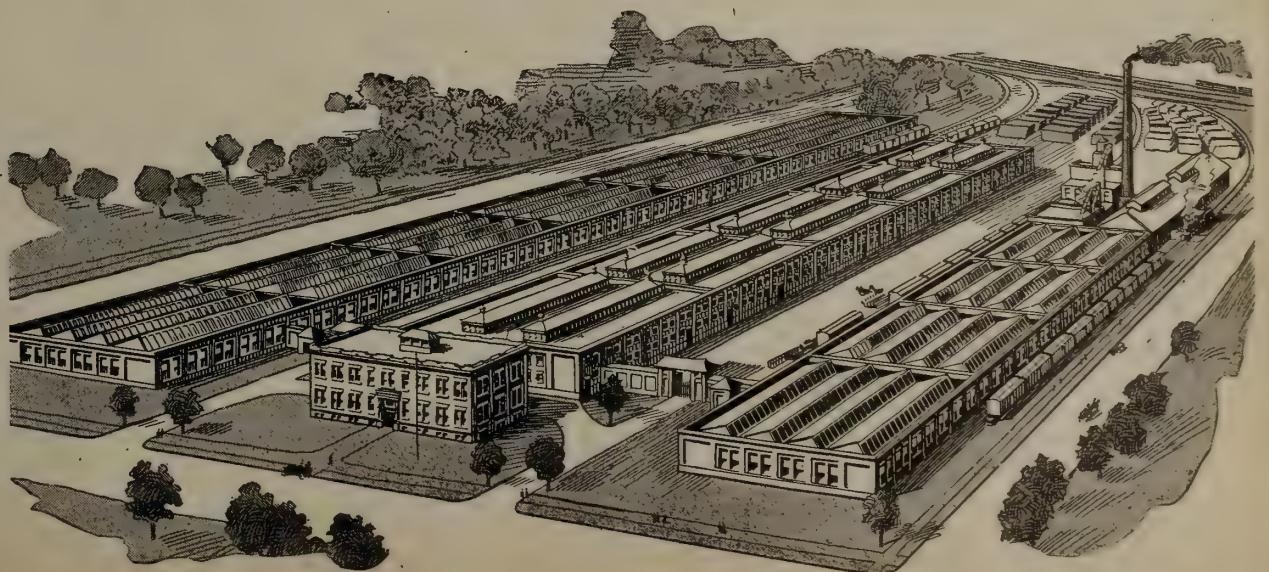
There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.



THE DE LAVAL CO., LTD.

Largest Manufacturers of Dairy Supplies in Canada

MONTREAL PETERBORO WINNIPEG VANCOUVER



Williams in New Post

N. H. Williams, for some time general sales manager of the Cushman Motor Works, Lincoln, Neb., has severed his connection with that company to accept the position of vice-president and general manager of the Midland Motor Car & Truck Co., Oklahoma City, Okla. Mr. Williams was with the Cushman organization for six and one-half years, and during this time the company experienced remarkable growth. He was recently elected president of the U.S. National Gas Engine Association.

The Cushman organization have promoted L. M. Decker to fill the position vacated by Mr. Williams. He will be known as director of sales, and has had

several years of experience with the Cushman company, before which he was in a manufacturing concern in Milwaukee.

Carriage Factories, Ltd., Move to Orillia

The head office of Carriage Factories, Limited, which has been located in the Excelsior Life Bldg., Toronto, for the past 18 months, has been moved to Orillia, where the large office and executive staff will occupy the Tudhope Carriage Co. Bldg.

Carriage Factories, Ltd., comprises the Tudhope Carriage Co., Orillia; Heney Carriage and Harness Co., Ltd., Montreal; Munro & McIntosh Carriage Co., Ltd., Alexandria, and the Canada Carriage Co., Ltd., Brockville. The factory at Brockville was burned and has not been operating for some time.

W. H. Tudhope was elected president of the company a short time ago, and R. C. Dunbar, who has returned from Toronto, is now manager.

Tractor Types Purchased by France

Early in 1917 the French Government passed a law according subsidies to agricultural syndicates in that country for the purchase of tractors. The subsidies amounted to 33 and 50 per cent of the purchase money, according to the number of machines bought. It is reported that the total number of tractors purchased in this way was 1,073,

nearly all of them American machines. Case headed the list with 350; Mogul, 202; Emerson, 116; Titan, 84; Avery, 43; Moline, 43; Globe, 41; Gray, 31; and Bull, 27. There were also 35 Fourand-Latil (French) tractors and 30 Filtz machines. These tractors were acquired at a time when the Americans were alone in the market, and there were very few French firms capable of supplying machines, while Great Britain could supply none.

Hart-Parr of Canada in New Headquarters

Hart-Parr of Canada, Ltd., distributors for the well-known New Hart-Parr tractors, "Superior" grain drills, etc., have removed their offices in Winnipeg from the McIntyre Bldg. to 47 Higgins Avenue, where they will locate in the extensive premises at one time occupied by the Sprague Lumber Company. With splendid warehouse facilities and ample trackage serving their warehouse, the Hart-Parr Company will be in a better position than ever to give their dealers and customers throughout the West prompt service. R. Mackay, manager of the company, reports a good demand for their lines. Hart-Parr of Canada have branches at Regina, Saskatoon, Calgary and Edmonton.

Elected Officers of Retailers' Association

At the closing session of the Manitoba Retail Merchants' Association Convention, held at Brandon, which closed on August 15, the following officers were elected for the coming year: President, A. G. Box, Pierson; first vice-president, A. F. Higgins, Winnipeg; second vice-president, T. A. Connell, Winnipeg; treasurer, J. W. Kelly, Winnipeg; honorary secretary, W. E. Crawford, Brandon; advisory committee, W. L. Salmon, W. J. Devlin, Winnipeg.

Canada's Machinery Imports

During the month of May this year there was a distinct dropping off in Canadian imports of agricultural implements as compared with May, 1918. The total value for May this year was \$457,017; in May, 1918, it was \$1,341,879. In May, 1918, there was gas engines imported to the value of \$626,158. In May, 1919, imports of this class were valued at \$260,967, with 2,390 engines imported. Traction engine parts

to the value of \$109,704 were imported, and 36 tractors bearing duty, with a value of \$120,889. In the duty-free class (tractors costing under \$1400) 388 were imported from the United States with a value of \$432,341. Hand pumps, 1,473, had a value of \$14,955, and 408 power pumps, valued at \$51,585.

Wallis Tractors to be Made in England

T. P. N. Burness, of Ruston & Hornsby, Ltd., Lincoln, England, recently visited the Wallis Tractor Co., Racine, Wis., and completed arrangements whereby the English concern will manufacture the Wallis tractor at Lincoln. Ruston & Hornsby, Ltd., is one of the largest implement concerns in Europe, specializing in the production of steam and gas tractors and the well-known Hornsby binders.

An Advance-Rumely Veteran Tractor

One of the features at the tractor demonstrations held recently at Wichita, Kansas, and Aberdeen, S.D., was "Old Number One," the first tractor built by the Advance-Rumely Co., La Porte, Ind. The tractor has been in constant service since 1909, and was driven in the field demonstrations by the same man who delivered it ten years ago. It is now owned by Frank Schultz, a farmer of South Dakota, who says that despite its age the old tractor is just getting in its prime of usefulness. "Old Number One" plowed in the field every day, and asked for no consideration because of its age.

Avery Builds New Motor Cultivator

The Avery Co., Peoria, Ill., has been building motor cultivators for three years. A new model cultivator has just been announced. It differs from the older model mainly in that it has a six-cylinder engine, instead of four.

The company found that more power was required than was obtained with the engine previously used. The new engine is similar in design to the 4-cylinder job in every way, with six cylinders. The frame, transmission and final drive wheels of the cultivator are the same as on the 4-cylinder machine.

An average day's work for a grain binder is 1.85 foot acres, which in the case of a 6-foot binder would total 11.1 acres a day.

Crib Your Well With "EASTLAKE" WELL CURBING

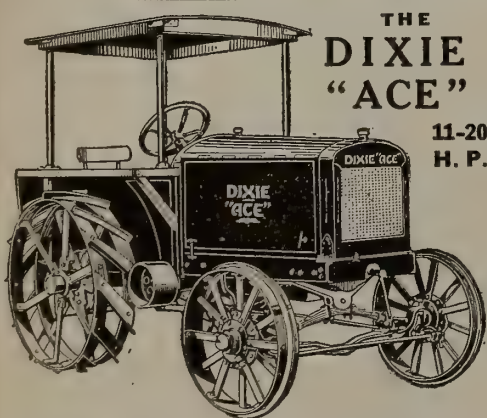
Better and cheaper than stone or cement—Not affected by frost

"EASTLAKE" Well Curbing is made of deeply corrugated, heavy galvanized iron, strongly rivetted. Very easily and quickly installed. The most sanitary well curbing known. Keeps out the vermin. Pure water always assured.

Supplied for wells of any depth. Write for folder "WI."

303W

The Metallic Roofing Co. Manufacturers Limited
797 Notre Dame Ave. Winnipeg



THE DIXIE "ACE" BRINGS 11-20 H. P. DOLLARS TO DEALERS

Everyone is talking about the DIXIE "ACE"—it is the "Latest and Greatest Tractor Success." It sells easier, because it fills the requirements of the average farmer better than they have ever been filled before.

The neat, graceful lines—compact, sturdy construction—and startlingly sensible service features appeal to the ordinary average farmer—the man who forms 98 per cent of the farming community. Every farmer is a prospect for a DIXIE "ACE."

The DIXIE "ACE" weighs 3,350 lbs.—has a 69-in. wheelbase—a speed range of 1 to 6 miles—all gears entirely enclosed running in oil—wonderfully efficient drive wheels of new and exclusive design—comfortable cushion seat

and roomy covered cab—plenty of power for any farm—and the price is so reasonable that there is hardly a farm in Canada on which it would not be an investment paying the highest dividends. Also made in 15-30 H.P. size.

Turn this over in your mind—why shouldn't you be the man to reap this golden harvest? If you are an aggressive dealer, of good local standing, write us TO-DAY. Act quickly. Unoccupied territory is fast being taken up.

GILSON MFG. Co. Ltd. 276 ELGIN AVENUE WINNIPEG MAN.



NOW



MAKE a special drive for Sharples orders now! Dealers who are doing it are getting the business. Cash in on your Sharples contract —our national and state advertising has paved the way.

Bear in mind that the Sharples Suction-feed Separator is the only one that *skims clean at any speed* —and that is the thing farmers want now-a-days.

THE SHARPLES SEPARATOR CO. TORONTO, ONT.
REGINA, SASK.

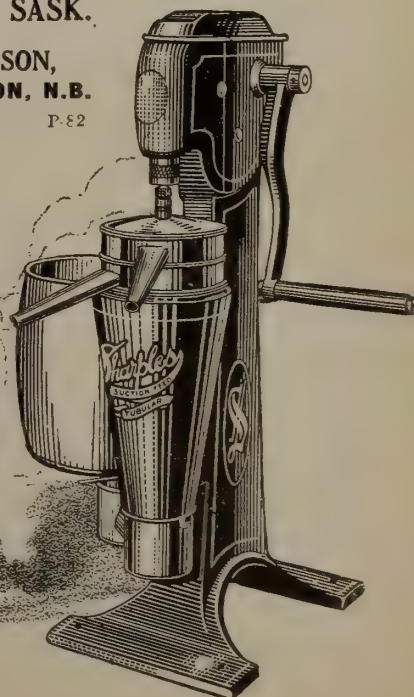
THE LOUNSBURY CO.
NEWCASTLE - N.B.

Distributors through all their Branches
"Over 2,425,000 Sharples Separators in daily use"

J. CLARK & SON,
FREDERICTON, N.B.

P-82

SHARPLES



With the Manufacturers

The Russell & Co., Massillon, O., will build a two-story addition to its factory, 35 x 190 ft.

The American Seeding-Machine Co. is building an addition to its foundry at Springfield, Ohio.

The International Harvester Co. has acquired property 297x674 adjoining its steel plant in Chicago.

Fairbanks, Morse & Co., Chicago, have increased their capital stock from \$4,500,000 to \$12,000,000.

SKF Industries has established a Chicago district office in charge of John B. Castino at 1314 Marquette Building.

The Canadian Oliver Chilled Plow Works, Ltd., was recently incorporated at Regina with a capital of \$20,000.

The McQuay-Norris Mfg. Co., St. Louis, Mo., will equip an additional factory for the manufacture of piston rings.

The De Laval Separator Co. is building a one-story addition to its plant at Poughkeepsie, N.Y., at a cost of about \$40,000.

Dominion Tractors, Ltd., capital \$500,000, head office Windsor, Ont., has been formed to carry on

a general business in farm tractors.

About a mile of new sidings will be built to furnish shipping facilities at Oshawa, Ont., for General Motors of Canada, Ltd.

Beatty Bros., Ltd., barn equipment manufacturers at Fergus, Ont., plan extensions to their factory to cost around \$35,000.

The Massey-Harris Co. and the J. I. Case Threshing Machine Co. have taken out permits for the erection of new warehouses at Edmonton.

The Canadian Steering Wheel Co., Toronto, Ont., has been incorporated to manufacture steering wheels. Capital is given as \$150,000.

The Goodyear Tire & Rubber Co. announces that it will erect a \$75,000 block in Regina to serve as Western headquarters for the organization.

Orillia Tractors Ltd., capital \$300,000, head office Orillia, Ont., has been incorporated to manufacture and deal in tractors and motor vehicles.

The contract for a \$60,000 extension to the plant of the Champion Spark Plug Company of

Canada, Ltd., Windsor, Ont., was recently awarded.

A \$1,980,000 increase in capitalization of the Cleveland Tractor Co. of Cleveland, O., has just been voted at a recent meeting of the stockholders.

The Moline Plow Co. has awarded contracts for a three-story addition to its wagon works at Stoughton, Wis. The dimensions are 64 x 90 feet.

The Convertible Tractor Corporation of St. Paul, Minn., contemplates the erection of a manufacturing plant for their tractor attachments at Goderich, Ont.

The strike in the Canadian tractor plant of the Allis-Chalmers Co. at Bridgeburg, Ont., was settled recently after the men had been out for a month.

The Siemon Tractor Corporation has been incorporated at Toronto, Can., with a capital of \$200,000 to manufacture automobiles, tractors, trucks, engines, etc.

The Excelsior Electric Dairy Machinery Ltd., capital \$100,000, head office Toronto, will manufacture and deal in electric dairy and special machinery, tools, dies, etc.

The Advance-Rumely Thresher Co., La Porte, Ind., has purchased a 100-foot frontage on Washington Street in that city where it may erect a warehouse in the near future.

Canadian Products, Ltd., capital \$10,000, head office Walkerville, Ont., will manufacture and deal in autos, auto trucks, tractors, farm machinery and implements.

The Automotive Tractor Co. of America, Buffalo, N.Y., has been incorporated with a capital of \$4,000,000. The incorporators are J. O. Moore, H. L. Jauch and F. J. Maloney.

The Studebaker Corp. is completing a set of new buildings in South Bend and expects with the new facilities to reach a production of 160,000 cars per annum by next December.

The J. I. Case Threshing Machine Company, Racine, Wis., recently purchased a site for their new assembling plant, with a 400-foot frontage on Forest River boulevard, St. Louis, Mo.

The Brantford Scale Co., Brantford, Ont., has awarded a contract for erection of an addition to their present plant. Plans are being prepared to double the capacity of the plant by further additions.

The Emerson-Brantingham Co., Rockford, Ill., has begun the erection of a plant addition, 80x192, to cost approximately \$40,000. It will be used partly for steel storage and partly for blacksmithing.

The McLaughlin Motor Car Co., the Olds Motor Works of Canada and the Chevrolet Motor Co. of Canada, all of Oshawa, Ont., have been granted licenses to do business in Manitoba, Saskatchewan and Alberta.

The purchase of 68 more acres of land in Janesville, Wis., has been effected by the General Motors Corporation to be held for the future development of the Samson Tractor Company. Purchase price was about \$40,000.

The Monarch Tractor Co., Watertown, Wis., has reorganized under the name of General Tractors, Inc., with executive offices in Chicago and New York. The new capitalization is \$1,000,000 preferred and \$500,000 common.

It is stated that the Cockshutt Plow Co., Brantford, Ont., will make extensive additions to their plant at an estimated cost of \$100,000. Construction has commenced on an additional storage warehouse and a new experimental building.

The plant of the Lister organization, R. A. Lister & Co., Ltd., Dursley, England, paid an interim dividend at the rate of 5 per cent per annum on their ordinary shares for the first half of 1919. This is at the same rate as the similar period in 1918.

The Dominion Tractors, Ltd., Windsor, Ont., has been incorporated with a capital stock of

AGENTS WANTED



DEALERS!—We have just completed a most profitable tour of the Western Fairs, showing and demonstrating the Gray Tractor with the Wide Drive Drum.

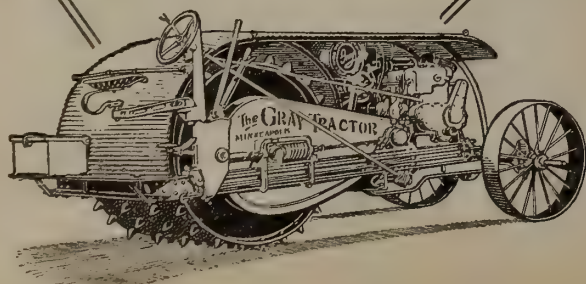
Do you know that farmers were highly impressed with the Wide Drive Drum and the direct drive? We want agents to follow up the good work done by our demonstrations. There is an immense field for the Gray Tractor in the West.

It is recognized as the leader among tractors. It has features no other tractor has.

Get in touch with us immediately. "Strike while the iron is hot." Write for territories, booklets, pamphlets, circulars, etc.

Gray Tractor Co. of Canada, Ltd.

307-309 Electric Railway Chambers
WINNIPEG, MAN.



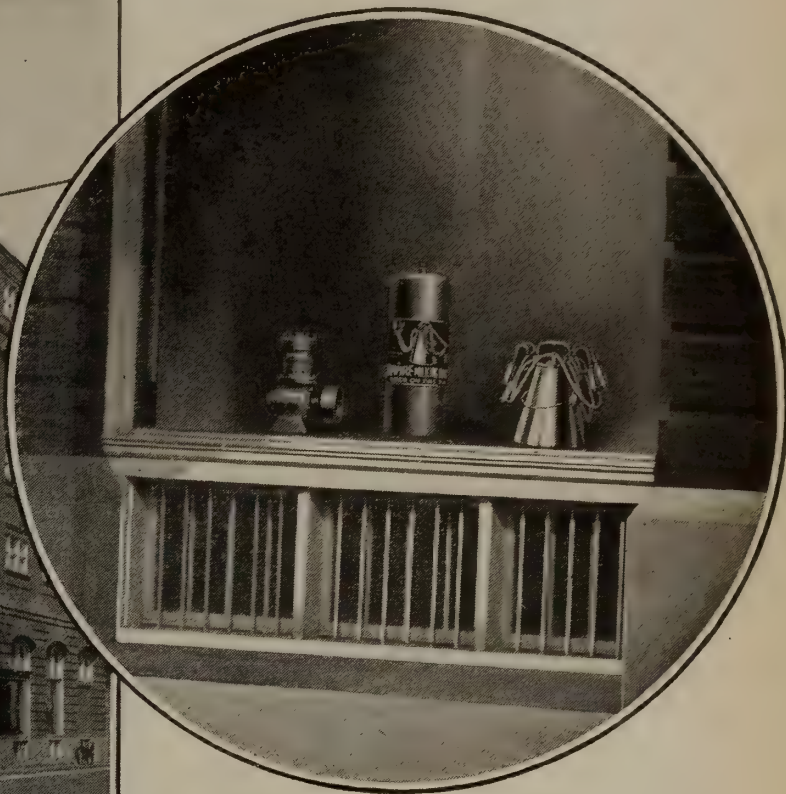
Mr. DEALER

The Farmers are asking for
CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

HEADQUARTERS OF THE COCKSHUTT PLOW CO., CALGARY, ALBERTA



BOOSTERS!

"Every owner is a booster for the Empire and for us," says the Cockshutt Plow Co.

That's one of the big advantages of being an Empire Dealer: Every Empire Milking Machine you sell, every Empire Cream Separator; every Empire Engine will make a new booster for your store. And every Empire Machine you sell will help you sell others.

There's a big field for Empire Machines in every farming community; every dairy farmer with six or more cows is an Empire prospect.

The Empire Line offers you a triple advantage: first, quality machines that Make Good; second, a liberal dealer's contract that allows you a handsome profit on each sale; and third, unequalled service to dealers and users resulting in unequalled satisfaction.

Put these forces to work for you. Let us send you the Empire catalog — a postal card will bring it — while the Empire Contract for your territory is still available. Begin right now to build up a list of Empire users in your territory.

THEY WILL BOOST FOR YOU!

Empire Cream Separator Co. of Canada Ltd.

146 Craig Street, West

Montreal, Que.

Robinson-Alamo, Limited Western Canada Distributors

140 Princess Street

Winnipeg, Man.



ADDRESS ALL CORRESPONDENCE TO THE COMPANY

Cockshutt Plow Co., Limited.

CALGARY BRANCH

PLOWS SEEDING MACHINES, CULTIVATORS, BINDERS, MOWERS, RAKES, CARRIAGES, WAGONS, HARROWS, LAND PACKERS, ETC. ETC.

FACTORY BRANTFORD CANADA

Calgary, Alta.

March 31st, 1919.

Empire Cream Separator Co.,
Winnipeg, Canada.

Gentlemen:-

You will be interested to know something of the results being obtained by us with Empire Milking Machines. It is now about nine months since we started to sell these outfits and we are more than satisfied with the results obtained and especially with the fair and square treatment we have received from the Empire Company. The Cockshutt Plow Company naturally, has had some experience in dealing with large manufacturing concerns and must say that it has really been a pleasure to deal with the Empire Cream Separator Company.

In the Calgary district alone, we have something over a dozen Machines in operation now and it is very gratifying to be able to state that everyone is a satisfied owner and a booster for the Empire, and for us. Dairy men with large herds simply cannot do without a Milking Machine in these times. They must buy sooner or later. When they do buy they simply cannot afford to buy anything but the best. While we believe this ourselves, users of Empire Milking Machines are proving to us that they stand pre-eminently above other Machines being offered by competitors.

Yours sincerely,

COCKSHUTT PLOW CO. LIMITED
J. B. Brown
MANAGER CALGARY BRANCH

LEG/AR

EMPIRE

MILKING MACHINES

\$500,000 to manufacture the Hickey farm tractor and other machines. George N. Hickey, Elmer E. Theis, Ernest S. Wigle, William Horne and others.

Canadian Engines, Ltd., Dunville, Ont., manufacturers of stationary and portable gas and gasoline engines, grain grinders and saw frames, who were practically closed down during the war, have resumed operations and are taking on a full complement of men.

The Burgess Battery, Ltd., have opened a factory at 701 Wellington Ave., Winnipeg, for the manufacture of dry cell batteries. The head office of this company is at Madison, Wis. L. R. Baker, who was formerly associated with the Canadian Dry Cell Co., has been engaged as manager of the new plant.

J. A. Austin, manager of the Fargo branch of the Minneapolis Steel & Machinery Company, has announced that plans for a three-story building, 100x100 feet, with full basement, are being completed. The first and second stories will be devoted to show rooms, while the basement will be used for storage.

The John Lauson Mfg. Co., New-Holstein, Wis., manufacturers of the Lauson tractor, announce that they have recently obtained agencies in the following foreign countries: Australia, Japan, China, Strait Settlements, Scotland, Spain, Portugal, Norway, Cuba, France, Belgium, Roumania, Italy and other countries.

The United States Rubber Co., of Canada, Ltd., has been incorporated with a capital stock of \$20,000,000, the head office to be in Montreal. The company will manufacture and deal in all kinds of rubber goods. The principals are Alexander Chase Casgrain, Errol Malcolm McDougall, Leslie Gordon Bell, Sadie Conrad Demers, and Edward James Waterson.

The Amalgamated Machinery Corp., Chicago, has purchased all manufacturing rights and patents owned by the General Engineering Co., Detroit, the Doble-Detroit Steam Motor Co., and several other interests. The company proposes to manufacture high pressure super-heated steam engines, which will be developed first in an automobile and later in tractors.

The Machine & Stamping Company, Limited, 209 King St., West, Toronto, as a subsidiary of the Russell Motor Car Company, Limited, was formed in January, 1916. During the war they built up a stamping business in parts connected with the manufacture of time fuses, and are now busy turning out the well-known M.&S. spark plugs for engines, autos and tractors.

On August 24 the tractor plant of the Moline Plow Co., Moline, Ill., was badly damaged by fire. It is reported that the loss will exceed \$100,000, but, of course, is fully insured. One building more than a block long and nearly 100 feet wide was totally destroyed. It contained a large amount of machinery and a number of tractors. The plant will be rebuilt as soon as possible.

The Corporation Trust Company has filed a certificate of incorporation for the J. I. Case Plow Works in Delaware. The authorized capital of the new company is \$5,000,000 first preferred \$5,000,000 second preferred and 125,000 shares without par value. The incorporation is a reorganization of the J. I. Case Plow Works and Wallis Tractor Company of Racine, Wis.

Cushman Man Visits West

We recently had a visit from W. T. Irons, treasurer of the Cushman Motor Works, of Lincoln, Neb. Mr. Irons has been spending a few weeks' fishing vacation in Minnesota, and has acquired a fine sunburn tint. He spent a few days with A. E. Donovan, Winnipeg, Canadian manager for the Cushman organization, returning to Minnesota to complete his vacation.

Mr. Irons reports that the factory has been exceptionally busy meeting a huge last minute demand for binder engines. They are also finding a steadily increasing demand for the larger sized Cushmans which are being used for a great variety of power purposes. At present the factory is being added to as more space is required to permit increased manufacturing of the Cushman line.

A 6 or 8-foot grain drill will sow from 10 to 16 acres a day. An 8-foot three-horse drill will cover 1.5 foot acres, or 12 acres a day.

The vehicle dealer who is tired of the pace that irks should climb into the automobile trailer trade and make time, which, according to our best authorities, is money.

Big Foreign Demand for Lister Products

W. J. Ellis, manager at Toronto for the R. A. Lister Co. (Canada) Ltd., who is at present in England recuperating after an illness, in a recent statement to the British farm machinery trade press said:

"Our own concern have back orders for several thousand Lister engines, not to mention their other specialties, but they are rapidly speeding up with deliveries. The other day I was at Dursley putting forward the demand for Canada for Lister engines, milkers, light plants, cream separators, etc., and on the same afternoon representatives and agents from New Zealand, Australia and South Africa arrived with similar requests in connection with their respective markets. British manufacturers are not going to let business slip by them if they can help it, and with the return of normal conditions in labor and materials, will make a bold bid for foreign trade."

Supply Firms Held Joint Picnic

On Saturday, August 16, the firms of D. Ackland & Son, Winnipeg, and West-Woods, Ltd., the manufacturing concern who supply their wood goods lines, held their joint annual picnic at Grand Beach. Over 200 attended, and a length program of sports was run off, handsome prizes being awarded by the executive of the Ackland organization. The day's outing was voted the best yet held by the staffs of the two companies.

Deere to Handle Brillion Pulverizers in U. S.

Announcement is made of a big deal entered into between Deere & Co., Moline, Ill., and the Brillion Iron Works, Brillion, Wis., by which Deere & Co., secure the distribution of New Brillion King pulverizers. This big scoop on the part of Deere adds to its magnificent line of farm implements one of the very best farm implements of the trade—the roller bearing light draft Brillion King Pulverizer. This is one of the biggest deals made in implement circles in a long while. It calls for practically the maximum output of the Brillion Iron Works—one of the large specialty implement plants in the United States. We understand that the arrangement completed will only apply to the United States branches of the Deere organization.

Grain Cleaners And Wild Oat Separators



Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines Threshers - Feeders

Cushman Motor Works of Canada Limited

Dept E Whyte Ave and Vine St. Winnipeg, Man.

DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-weight Engines
Lincoln Grinders

Vacuum Washing Machines
"Hoiland" Wild Oat Separators
Smut and Pickling Machines
Wagner Hardware Specialties
Western Pulverizer Packer and Mulcher

Shinn-Flat Lightning Conductors
Macdonald Tractor "Does More" Lighting Plants
24 x 46 Separators
Langdon Feeders
Fanning Mills
Cushman Grinders

The Cushman Agency gives you Prestige and Profits

SIMPLE, STURDY, GASOLINE ENGINES THAT REFLECT CREDIT UPON MANUFACTURER AND DEALER.

Meet the tremendously increasing demands for better small engine power with the fast-selling, preferred Simplicity. These mighty, dependable little power plants have been for

20 Years the Quality Standard

Clean, safe, economical and perfectly smooth running. Built in seven sizes, to meet every demand of the wide-spreading movement toward time and trouble saving power operated machinery for all the lighter farm jobs, from churning and lighting, to silo filling and wood sawing. Speeds up the sales on light power operated machinery.

Simplicity Engines are backed with the best guarantee ever given a farm engine.

For the liveliest, cleanest, engine sales proposition, write to-day to

TURNER MANUFACTURING CO.
215 Lake Street, Port Washington - - Wis.

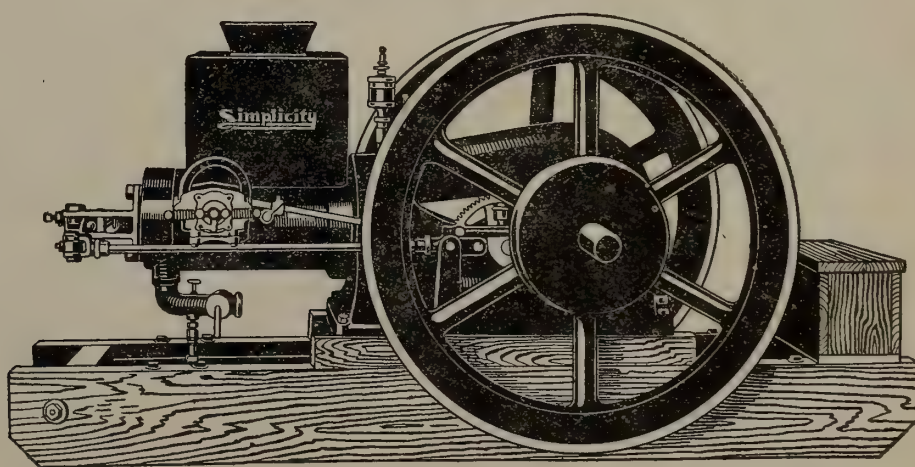
TURNER
Simplicity

TRACTOR

*A mightier power plant
for mightier farm needs*

FREE BOOKLET
ON REQUEST

*Skidded
Hand Portable
Portable
Stationary
1½ to 12 Horse Power*



"Simplicity"
FARM ENGINES

Sharples Milker Business Handled by New Organization

Probably the most important announcement to the dairy trade in months was made recently when the Sharples Separator Company, West Chester, Pa., informed its salesmen and dealers that the Sharples Milker would thereafter be manufactured and sold by a separate company organized solely for that purpose—the Sharples Milker Company.

In this announcement the Sharples Separator Company stated that the milker business had reached such proportions as to necessitate the formation of an entirely separate organization in order to give intensive attention to the present great demand and to provide for future expansion along broad lines. In view of the fact, says the announcement, that

to-day nearly three-quarters of a million cows are being milked by Sharples Milkers on farms throughout the country, the formation of the new company is doubly advisable.

The Sharples Milker Company's personnel is composed for the most part of men who built up the milker department of the Sharples Separator Company in recent years.

Laurence P. Sharples is at the head of the new concern. Mr. Sharples was formerly treasurer of the Sharples Separator Company. His years of experience—and success in the milker business—insure able direction and, undoubtedly, continued and greater success for the Sharples Milker Company. Mr. Sharples has al-

ready indicated that the new concern will develop the milker business extensively.

Mr. Sharples has with him Messrs. A. L. Knight, C. A. Wickham, I. R. Comfort, Hug, Davis and Hughes, and many others, all of whom were associated with the Sharples Separator Company.



L. P. SHARPLES

It is the intention of the Sharples Milker Company to make no radical changes in the method of handling the milker business for the present, at least. Dealers holding contracts with the Sharples Separator Company for the sale of the Sharples Milker have been given every opportunity to continue its sale. New dealers will be added. In short, Mr. Sharples has inaugurated a vigorous policy of sales promotion that should greatly increase the number of Sharples Milkers already in use, to the profit of dealer and company alike.

P. M. Sharples himself is exceedingly enthusiastic over the future of the Sharples Milker Company. In a recent interview he said, in part: "We have the only milker with a positive air-pressure squeeze, a feature that is thoroughly protected by U. S. patents—a feature that any dairyman who gives the matter serious consideration will recognize as the correct method of milking. We have a group of dealers who are as enthusiastic and sincere boosters of the Sharples Milker as we are ourselves. And we have the confidence of the public who know that a Sharples product, whatever it may be, is the pioneer and leader of its line. Dairy men believe in us and in our product. There's one simple fact that should convince any man of the future of the milker: It is this—right to-day nearly three-quarters of a million cows are being milked by Sharples Milkers. The

Sharples Milker Company believes in this future. This concentration on milkers by such a large enthusiastic organization will not only mean a tremendous increase in sales, but will do a lot to advance the interests of dairymen everywhere."

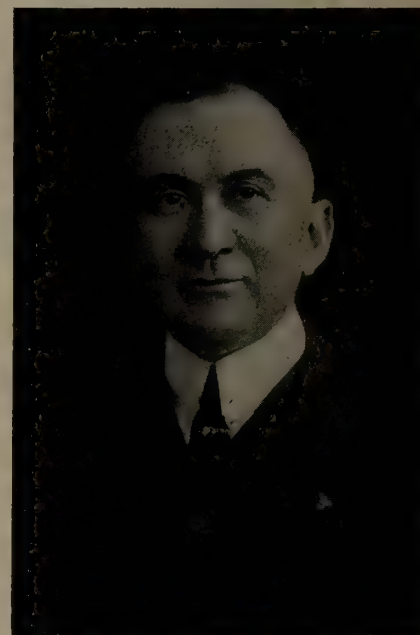
Engine Association Makes Chicago Headquarters

The National Gas Engine Association, an organization embodying the vast majority of the engine manufacturers in the United States, has moved its general offices to the Monadnock Bldg., Chicago. George E. Fuller has been appointed secretary of the association. He succeeds Harry L. Brate, who served as secretary of the N. G. E. A. for eight years. Mr. Brate recently resigned to join the organization of the Chilton Co.

The association at present has six groups, viz., tractor engines, farm engines, oil and stationary engines, isolated electric plants, accessory manufacturers and marine engines. Each group has its chairman and recording secretary, and these work through the general secretary.

Sharples Promotion

H. H. Gill, formerly traveller in eastern territory in the United States for the Sharples Separator Co., has been promoted to the position of eastern sales manager



H. H. GILL, New Eastern Sales Manager Sharples Separator Co.

for the organization. Mr. Gill has had long experience in hardware and implement lines. He commenced with a hardware concern in Wooster, Ohio, and later sold for the Ohio Rake Co. In 1912 he commenced a retail implement business at Marion, Ohio, and in 1916 became Ohio salesman for the Sharples Separator Co.

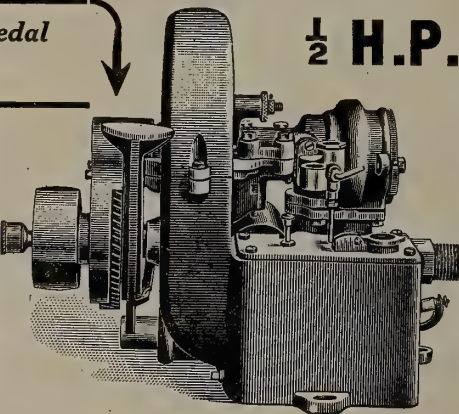
EMERSON "HAFA-HORS" ENGINES

The Fastest Selling Engine Ever Offered

Just Step on the Pedal
It Starts Instantly

$\frac{1}{2}$ H.P.

"Hafa-Hors" Engines are a line you can sell every farmer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions 16x14x14 ins. Always ready to run. The Automobile Starter sets it going instantly. Only show this engine—it sells itself. Ask for prices and literature. Don't delay. The biggest little engine ever sold—and the dealer's opportunity.



EMERSON WILD OAT SEPARATORS

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Made in Two
Sizes
3-Shoe
and
6-Shoe

ORDER NOW.
We ship the day
Order is Received

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

Emerson Separators are unequalled for efficiency. The farmer who values clean grain will have no other machine. Ask for Agency offer.

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE
WINNIPEG, MAN.



*"Old Number One,"
the original OilPull,
in operation at the
National Tractor
Demonstration,
Wichita, Kansas,
July, 1919*

"Old Number One" Gives Tractor Dealers Food for Thought.

What will the tractors you sell be like in 1929?
Will they show as good a record of performance as has "Old Number One"?

Can you prove—actually prove—by actual records that the tractors you sell will give unsurpassed dependability, economy and long life?

These are the three vitally essential points upon which successful tractor sales must be based today. These are the three points uppermost in the minds of the farmers who are waiting to buy tractors—waiting for facts that will establish their confidence in some tractor, of which they can obtain satisfactory proof that it will give service they can depend upon day after day, a length of life that will make their investment a profitable one, and an economy that will make it practical.

After ten years of the hardest kind of work that a tractor can be put to, "Old Number One"—the first OilPull—was brought to the National Tractor Demonstration at Wichita, and put right to work plowing in public demonstrations alongside tractors that were not even dreamed of until years after this machine had been turning the sod of the Dakota prairies.

"Old Number One" was a pioneer tractor in the Northwest. To date it has broken 1,750 acres of hard, baked, virgin prairie sod, has plowed 5,600 acres of stubble land, and in 321 days of

threshing—during which it operated a 40 x 62-inch separator—it has threshed over 750,000 bushels of grain. Besides all this, it has done road work and miscellaneous power jobs.

As a proof that it is still a good example of OilPull dependability, its work at Wichita was excelled by no other tractor. And, mind you, "Old Number One" was sent direct from its owner's farm to the demonstration and was not sent into the factory to be built over. And just as important, this old OilPull is now back in the hands of its owner and out on its usual Fall threshing run.

Now this proves an extremely important point—a question that is today uppermost in the mind of every prospective tractor buyer—namely, that a tractor can be built to give dependable service day after day and year after year.

And with this proof of dependability and long life, you can add one other extremely important fact—economy. The OilPull is the only tractor made with which is given a written guarantee that it will burn kerosene at all loads, under all conditions, at all times.

There is a size OilPull to fit any farm in your territory—four sizes—rated at 12-20, 16-30, 20-40 and 30-60 H.P.—and each possessing a 20% reserve power over its rating.

If you are interested in the OilPull kind of a tractor, ask for full details of our dealer proposition.

ADVANCE-RUMELY THRESHER CO., Inc.

La Porte, Indiana
Toronto, Ont.



ADVANCE RUMELY

Turner Tractors on Road Work

The Turner Tractor Sales Co., Winnipeg; attracted considerable attention at the recent fairs at Brandon and Regina with their showing of the Turner-Simplicity 14-25 h.p. tractors. M. Rackow was in charge of the exhibits and reports a very satisfactory fall demand for this well-known tractor.

In considering the value of the tractor for road work, the Turner-Simplicity has shown marked efficiency in this line, as well as in performing all farm haulage and belt work. The Provincial Government of Alberta recently purchased a Turner-Simplicity through the Edmonton agency of the company, the Capital Motor Co.

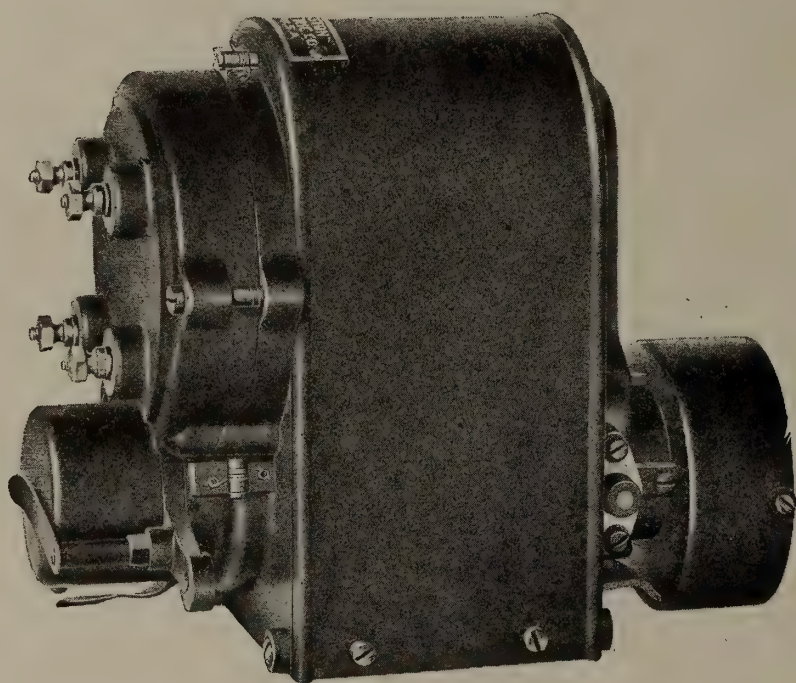
In commenting on the good

work done by this tractor in road maintenance, W. H. Hunt, Inspector of Roads and Bridges for the Alberta Government, wrote the Turner Mfg. Co., Port Washington, Wis., as follows:

"Owing to scarcity of labor and the almost prohibitive rate of wages prevailing in Alberta this season, I found it necessary to adopt new measures, in construction and maintenance of our main

highways, so shifted from the old method of men and teams to machinery, and am pleased to note that under present arrangement, I am able to obtain far better service at a much reduced cost per mile than I was able to acquire under the old system.

"The 14-25 Turner-Simplicity tractor was supplied me on the 23rd. of May, and since that time it has been on the road continuously, working 18 to 25 miles per day, either with two heavy steel road drags or in reconstruction with eight-horse grader, which the tractor will pull



A more dependable magneto, with a hotter spark—a magneto that enables you to get that last atom of power from your fuel—a magneto that means long service, a magneto with a true automatic impulse starter—that is the time-tested Kingston.

KINGSTON MAGNETOS

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street



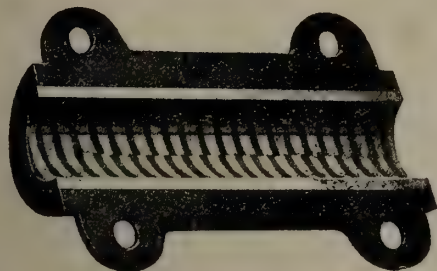
The Turner-Simplicity Plowing

through any ordinary sod or small brush without plowing a furrow ahead of the knife. In fact, my men report that the tractor will 'pull anything that is loose at both ends.'

"My observation leads me to the opinion that in ordinary work the tractor will consume somewhere about one gallon of oil per hour. After a month's usage I had same thoroughly overhauled to determine 'wear and tear' on a thirty-days' pull and am pleased to state that no perceptible damage to any parts could be discovered. All bearings seem to be wearing smoothly with no apparent friction."

Enlarging Publicity Department

It has been found necessary to provide more extensive quarters for the publicity department of the Moline Plow Co., Moline, Ill. This department has experienced a great demand for house literature, dealers' helps, etc. The department is now occupying a four-story building, of which one floor is devoted to the cylindrical presses and raw stock, one to the offices, one to the presses, and one to the bindery. All printing and literature for the 23 branch houses and six factories of the Moline Plow Co. is turned out at the Moline plant.



A WORTH WHILE LINE TO REPRESENT

THE best make of windmill in the world. Sun, wind, hail, snow or the most severe weather have no effect upon the usefulness of the Medicine Hat Pump & Brass Co. Windmills.

Double geared; ball bearing turntables; two sets wide face gears; oilless or babbitt bearings; graphite packed under immense pressure (note the illustration)—the packing simply cannot come out. 3 or 4 post galvanized steel towers. Sizes:

8-10-12-14-16 feet. Height, 15 to 100 feet, braced every 5 feet.

46 styles of pumps to choose from will enable you to give your customer any pump service—especially when you know they are the best pump made.

Write us for full particulars, catalogues, circulars, etc.
When you represent us you have two big factories in
:: :: :: Western Canada behind you. :: :: ::

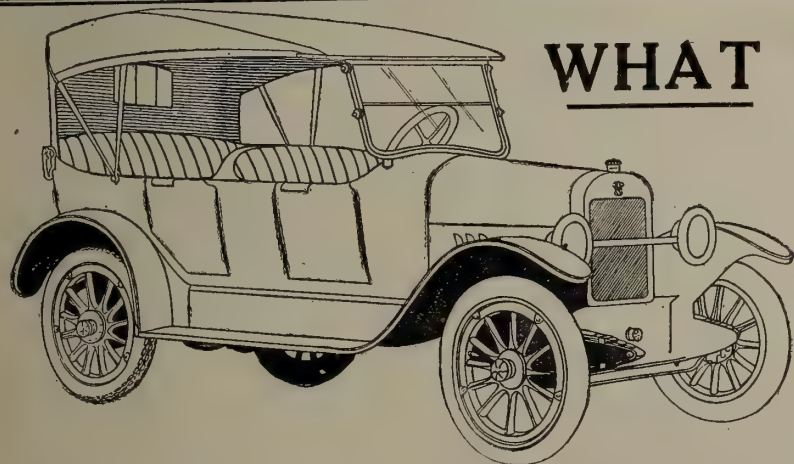
Medicine Hat
Mfg. Co.

Medicine Hat



Pump & Brass
Limited

Alberta



WHAT IT MEANS TO OWN A

Briscoe
The Car with the Half-Million Dollar Motor

The following Briscoe Prices
(f.o.b. Brockville) are subject
to War Tax:

Sedan - - - - \$1950
Special Touring - 1350
Standard Touring, 1225
Roadster, - - - 1225

YOU'LL be charmed by the Briscoe on your first Briscoe ride—you'll want just such a power under you whenever you drive—you'll find in its ease of control and instant pick-up just what you need to make you a satisfied motorist. In short, you'll become a Briscoe owner and ever after rest content in the feeling that nothing need be allowed

to pass you on the road, and that no fellow motorist can do things with his car that you cannot accomplish with your Briscoe.

But greater satisfaction even than these, is the satisfaction of never having to visit a Garage except for Gasolene and Oil—of being able to run your car many hundreds of miles on a trifling outlay for gas—of

being able to make your tires last without trace of wear for a whole season.

This it is to own a Briscoe. We, who make the car, know its possibilities and capabilities and we're careful never to make a claim for it that cannot be substantiated by the opinion of EVERYONE whose happy lot it is to drive a Briscoe.

THE CANADIAN BRISCOE MOTOR CO., LIMITED
HEAD OFFICE: TORONTO
WESTERN OFFICE; 156 PRINCESS ST., WINNIPEG

F. N. McDONALD, Manager for Western Canada

Distributors for Western Canada

Manitoba Distributors
Canadian Briscoe Motor Co., Ltd. Winnipeg
Saskatchewan Distributors
Auto Service Co., Ltd. Regina
Auto Service Co., Ltd. Saskatoon

Alberta Distributors
Norrie & Fawcett Medicine Hat
J. R. N. Cooke & Co. Edmonton
B.C. Distributors
International Motors, Ltd. Vancouver

Dealers Not Responsible for Higher Prices on Implements

Considerable discussion took place before the close of the last session in the Dominion House at Ottawa on the tariff question. Dr. W. D. Chown, Regina, in talking on implement prices in Western Canada, maintained that the high cost of implements could not be laid at the door of the implement dealer. He quoted figures compiled by the Implement Trade Section of the Retail Merchants' Association of Saskatchewan and Alberta, and is reported as saying the following:

"If implement prices are high, the fault cannot be laid at the door of the retail dealer in Western Canada, as the attached analysis of prices and costs will show.

Operating Costs

"The cost of operating a retail implement business averages approximately 18 per cent of the sales turn-over. This figure will be conceded as not excessive; as a matter of fact, it is the result of striking the average of a number of implement businesses of varying size and character in varied localities in the West. It is further confirmed by researches made by implement journals in Western Canada and in various middle and western States of the Union where conditions are somewhat

	1914	1915	1916	1917	1918
Cost Factory	\$ 85.00	\$ 85.00	\$ 93.00	\$ 98.00	\$123.50
Freight, etc.	13.25	13.25	13.25	13.25	17.50
Laid Down	\$ 98.25	\$ 98.25	\$ 96.25	\$111.25	\$141.00
Sale Price	116.00	114.00	112.00	122.00	152.00
Margin	\$ 17.75	\$ 15.75	\$ 15.75	\$ 10.75	\$ 11.50
Percentage of Sale Price	15.30	13.81	14.60	8.81	7.00

Cost, Margin and Percentage on a 3½ x 3 Wagon as Submitted

similar to our own. This figure of 18 per cent does not include freight paid to bring goods to salesroom; this freight is considered a part of the cost of the goods.

"Let us take another example, and this will answer the question of the honorary member for Victoria (Mr. White):

"Take the case of a 3½ x 3 wagon, 28 in. box Y & T. Prices at October 1 dating both ways, figured on basis of factory and Regina prices, freight being figured on average haul for local points in Regina zone.

Cletrac Tractors at Aberdeen

At the tractor demonstration at Aberdeen, S.D., the Cletrac tractor is reported as having made an excellent showing. On the first day, says the company, the Cletrac was the first tractor to finish plowing by six minutes, and on the third day by seven minutes. The company claim that the best plowing is done at a speed of from 3 to 3½ m.p.h. and consistently work on that basis. After plowing at Aberdeen, the Cletrac went out

on the plowed ground with a tandem disc, a seeder and a culti-packer, hauling all three implements at once.

Commenting on the factor of speed in plowing, the house organ of the Cleveland Tractor Co. says in a recent issue, which showed the quality of plowing done at various speeds by very clear photographs:

"Note the result of Cletrac plowing at 3 to 3½ miles per hour, the right plowing speed. The furrow and slice are clean and uniform throughout. The trash is well buried in the corner of the furrow where it will not interfere with the distribution of moisture. There are no clods to stunt the coming crops. But more important still—the Cletrac at 3½ miles per hour has broken up the whole mass of the future seed bed so uniformly, and so well, that a full half of the total work of preparation for seeding has been accomplished."

Now Vice-President of Plow Works

At a meeting of the board of directors of the J. I. Case Plow Works, Racine, Wis., L. N. Burns, for the past year general sales manager of the company, was elected vice-president. This executive position was left vacant by the recent death of F. R. Pettit.

For the present Mr. Burns will continue to act as general sales manager.

Malcolm Erskine was elected secretary. He will act also as purchasing agent for the company. Mr. Erskine was formerly assistant secretary and treasurer.

Appointed Assistant Advertising Manager

Robert R. Jamieson has been appointed assistant advertising manager of the Sharples Separator Co., West Chester, Pa. He is a graduate of the School of Agriculture of Purdue University. In 1917 he enlisted in the U. S.



ROBT. R. JAMISON

Army and was made a second lieutenant in 1918. Early this year he returned to civil life and completed his agricultural course. A specialist in agricultural journalism, he should be a distinct asset to the publicity staff of the Sharples organization.

Tractor Company Changes Name

The Monarch Tractor Co., Watertown, Wis., with factories at Paulsboro, N.J., and Brantford, Ont., has increased its capitalization and has changed the name of the company to General Tractors Incorporated. Extensive plant additions at all factories are reported.

The company manufacture Neverslip and Lightfoot tractors, machines of the creeper type, operating on endless tracks. They are made in three sizes for all farm work—the 30-18 h.p. with four plow capacity; the 20-12 h.p., an all-purpose farm tractor, and the 12-7 h.p. Lightfoot. To this line will soon be added a garden tractor for truck gardening and vineyard cultivation.



LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.

Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K. LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.

500 BOND LETTERHEADS AND WHITE WOVE ENVELOPES ALL PRINTED
FOR \$5.70 PREPAID. ALSO COMPLETE SERVICE FOR DIRECT MAIL ADVERTISING
Multigraphing, Mailing Lists, Addressing, Etc.
THE CENTRAL WEST, LTD., Watrous, Sask.

"EXCELSIOR JUNIOR" BLOWER FEED CUTTERS

We sell seven styles of feed cutters, for hand, horse or engine power. The "Excelsior Junior" is an ideal machine for the man with 5 to 15 head of stock. 4 to 6 H.P. operates it. Blower carries feed to any part of barn or elevates it up to 20 feet. Cuts and elevates ½ to ¾ ton of feed per hour. Cuts three lengths, ½ to 1¼ inch. One lever starts, stops and reverses; 9-inch throat; blower connection fits 6-inch stove pipe. Pulley 12 x 4 inches. Feed table turns out of way. Get our prices.

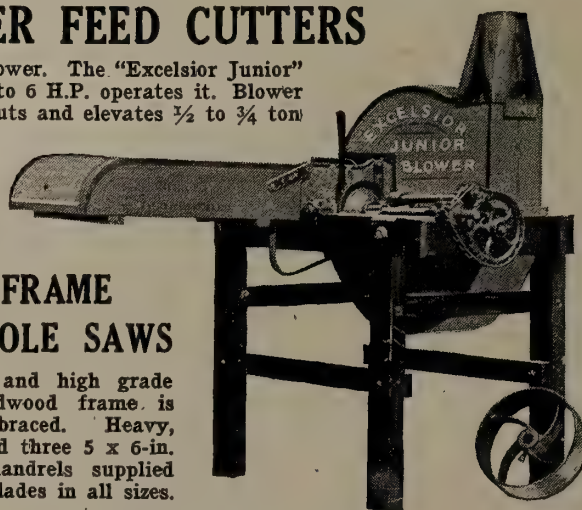


WATSON'S HARDWOOD FRAME WOOD and POLE SAWS

Have solid steel shafts and high grade babbitted bearings. Hardwood frame is strongly built and rigidly braced. Heavy, solid, balanced fly-wheel and three 5 x 6-in. pulleys. Complete saw mandrels supplied separately if desired, also blades in all sizes.

SEASONABLE WATSON LINES

Feed Cutters (7 styles), Root Pulpers, Roller Crushers, Grain Grinders, Wood and Pole Saws, Whiffletrees, Farm and Bush Sleighs, Horse Powers, Wheel Barrows, Viking Cream Separators, Hand and Power Washing Machines.



John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

Demand Grows Apace
for the
Cletrac
TANK-TYPE TRACTOR

Speed and versatility are the big things in the tractor business today.

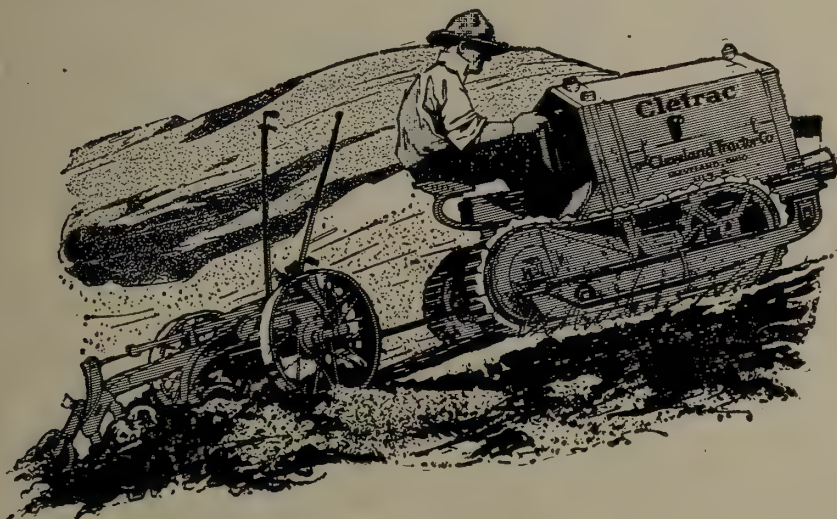
Your tractor sales and your profits depend on them.

And on this basis the Cletrac is supreme.

On the farm, the Cletrac covers as much ground in a day with two 14-inch bottoms as most of the bigger, slow-moving tractors cover with three. It does a better job of plowing, of harrowing, of planting, or of harvesting.

The Cletrac is the true all-purpose tractor—not only for the farmer, but for the road builder, the contractor, the industrial manager.

It is the tractor that stands for more sales and more satisfied owners. It stands for a bigger, better tractor business for you.



We have published a large book that tells you just what you want to know about the opportunities for making money selling tractors. This book should be in the hands of every man who is or expects to be a tractor dealer.

Ask today for your copy of "Sale Quality in Tractors."

The Cleveland Tractor Co.
of Canada Limited

65 Hydro-Electric Power Building

Windsor, Ont.

Largest Producers of Tank-Type Tractors in the World

8-16 H. P. Avery

12-25 H. P. Avery

14-28 H. P. Avery

3 Bottom Avery Plow

"I've Here

HE is selling the
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Every tractor prosp
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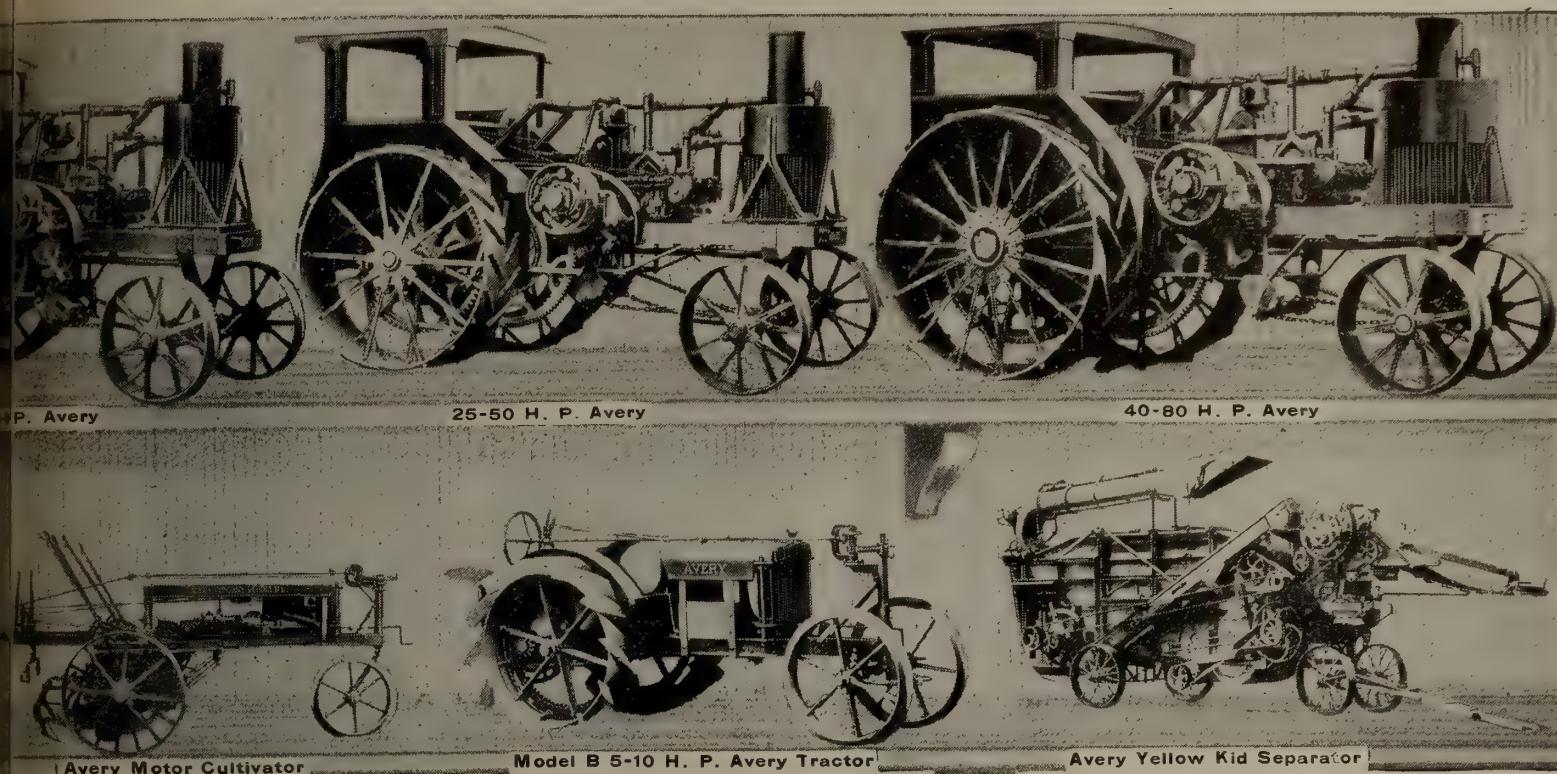
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load orders for Avery
making a great number
This gives you some
Avery machines are sell

If you want *real* tractor
coming in *every* mon
machine you sell helping
find out about the Aver

Become a Farming Sp

The complete Avery
you a successful motor
—centralizing on selli
Farming machines al
come your most profit
doing a general business



Got Your Size Tractor— It Is"—Says the Avery Dealer

line of motor farming ma-
chines for every size farm.

prospect. He can sell him
needed for any kind of farm
working work.

to handle if you want busi-
ness time. Avery dealers and the
over time all spring and summer
machines. Solid trainloads of
machines, have been shipped from our
single shipment of tractors the world
two trainloads to Kansas City at
Show. Yet this was only a part
in only two states.

Demonstration just held at
exceedingly large number of car-
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farmer.

It gives you everything you need for building up a trade in motor farm-
ing, threshing and road building machinery.

Exclusive Features—Standardized Design—Easy Sales

When you sell Avery Tractors you can show your prospective
buyer exclusive features that he cannot find in any other make of tractor.
For example, the famous "Draft-Horse" Opposed Motor, with valves-
in-head; Duplex Gasifier for turning Kerosene or Distillate into Gas;
Renewable Inner Cylinder Walls; Two Bearing Crankshaft, with Ad-
justable Boxes, and many other features; also the "Direct-Drive"
Sliding Frame Transmission which gives "Direct-Drive" in High,
Low, Reverse or in the Belt.

The Avery is the ideal power plant for belt work because of the
low speed, heavy duty motor with a large belt pulley mounted right on the
end of the crankshaft.

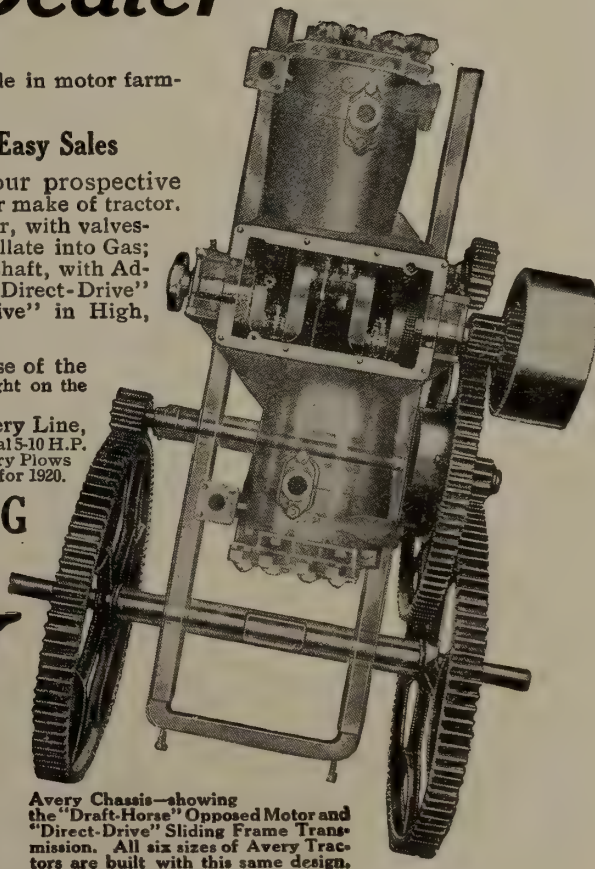
The Avery Agency gives you the sale of the complete Avery Line,
including six sizes of tractors all built with the same design, the special 5-10 H.P.
Avery Tractor for small farms, the Avery Motor Cultivator, Avery Plows
and Threshers. Ask if the Avery Agency is open in your territory for 1920.

CANADIAN AVERY COMPANY, LTD., WINNIPEG

Branches: Regina, Calgary, Saskatoon. Sub-branches at Lethbridge and Camrose
Distributors for AVERY COMPANY, PEORIA, ILL.

AVERY

Motor Farming, Threshing
and Road Building Machinery



Avery Chassis—showing
the "Draft-Horse" Opposed Motor and
"Direct-Drive" Sliding Frame Trans-
mission. All six sizes of Avery Trac-
tors are built with this same design.

Labor and Production

In trying to arrive at any just conclusion concerning the rights of the worker, the interests of four general groups must be considered, viz.: Labor, capital or employer, the consumer and that part of the general public not specially mentioned. In estimating the cost of production from the raw to the finished material, we must not forget that 85 to 90 per cent of the total is confined to the sum paid for labor. If capital or labor receive more than they ought to, the excess is provided by the consumer paying too much for the product.

The effort of anyone to advance wages or the prices of products, with resulting cost of production, may be simply a step in adding to the cost of living, and consequently a higher standard of general prices, with a relatively lower value of the dollar as a purchasing unit.

In all relationship of employers and employees, the welfare of the worker is of the highest importance. He must be relieved of the worrying dread of sickness, unemployment and old age. The community should have ways and means for any man who wants to do an honest day's work to have an opportunity to earn a living. But the man who is unwilling to work has no place in a civilized community. The world needs workers—not windbags.

The worker must receive a wage which will keep him and his dependents in adequate comfort, and large enough to enable him to lay aside a portion to take care of his wife and children, to share the comforts and recreations of life, and to obtain the rewards of thrift. The employer and employee should, in effect, be associated for mutual profit. They succeed or fail together.

Labor, on the other hand, must realize that high wages can only be maintained if high production is maintained. The primary cause of poverty is underproduction. Furthermore, lessened production in any line makes for high costs. High wages accompanied by proportionately high cost of the essentials of living do not do the worker any good, while they do the rest of the community a great deal of harm. The welfare of the middle class is as important to the community as the welfare of labor.

It is absurd to consider the claim by some classes of workers that practically all wealth other than that produced by the farmer is the product of the exertions of the workman. Other factors in the



THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
 812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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RATES MADE KNOWN ON APPLICATION
 Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
 Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
 Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, SEPTEMBER, 1919

creation of wealth are directive faculties, training and the quality of leadership in thought and action. Unless capital be contributed to an enterprise one can scarcely be right in claiming participation in its control without sharing in the hazard of investment and the worry of financing the business.

The "Pernicious" Middleman

No dealer has to go very far from his own store front to find some individual who will blame the high cost of everything, from prunes to power-plows, on that unnecessary class—the middlemen. This type of argument has no close season in the agricultural areas of Western Canada, but it is open to analysis. Most farmers forget that the middleman is also a consumer. Proposals to abolish all middlemen who operate between the producers and ultimate consumer are very attractive, but most of them fail when they have to explain how the services now rendered by these middlemen are to be supplied in their absence. The more highly civilized a country becomes, the more classes there are in the population, the more stages there will be between the producer of raw material and the ultimate consumer of the finished goods, and consequently the more middlemen we must have. It must

not be forgotten, moreover, that the great class of middlemen and their families form a very large percentage of the consumers, and are, therefore, buyers of the producers' goods.

Keep Moving

In the implement business these days it is a wise policy to comb your territory steadily for possible sales of your lines. No business can remain in a state of rest. It must go ahead, or on the reverse. Get out among some of your customers and find out some of the equipment or implements they are really thinking of buying. Talk up the machines they require. Get them to come in and look over your samples.

Re-set your window or display room so as to have a bright, new appearance, and tone up your whole business. Remember that if you are not showing a constant, healthy increase your business will soon be on the down-grade. People like to do business with live-wire firms, and steadily pull away from the musty outfits that are gradually dying for lack of drive to put them at the lead.

Hook up your own enthusiasm with that of some of the salesmen that come in to sell you, and make them help you work out a plan for selling their goods in your store.

Delay in Express Shipments

At the present time when there is a great demand for repair parts, mostly required at the earliest possible moment, the express service that farm equipment concerns get from United States territory is anything but satisfactory. When the dealer orders repair parts rushed, and same may have to be expressed from the factory in the United States, he often blames the jobber or supply house for the delay in receipt of the parts. In practically every case the cause for delay does not lie with either the factory repair department or the repair service of the wholesale concern, but with that mis-named organization, the "express" service.

The word "express," we take it, stands for speed—but not at the present time. In Winnipeg, today, there are dozens of firms who can tell the same story, that express packages take so long to come from Chicago, or other points in the Central States, that it amounts to a positive nuisance in carrying on their business. Plow parts that were advised shipped from Illinois two months ago languidly drifted into Winnipeg in late August. Feeder parts, and many other classes of repairs, get lost en route—necessitating needless expense in wiring and the duplication of orders. This has become nearer the rule than the exception.

Firms shipping parts do not wilfully lie as to when these were turned over to the express company, and they send the dates of shipment forward to the firm to whom the parts are addressed, but there is certainly room for complaint when a concern can give no guarantee, and obtain no satisfaction, as to when the package or shipment will be delivered. This is common to every class of business. A package from Chicago was sent twice, via express, to this publication over seven weeks ago. Neither package has yet appeared, yet a third duplication of the order, sent by parcel post, was received in three days.

It would seem that in the express business there is a sad lack of efficiency and system somewhere. Even when notices are received that goods are in the customs department, at times they cannot be located—and so on. When hours are worth money, at the threshing season, this unnecessary delay as regards express delivery is beyond a joke. As things are it would be about as cheap at times to send a man to the factory for the repairs as

to put up with the expense of wires, duplication of orders, the worry entailed and the possible loss of customers who condemn the machinery houses for delay in service over which they have absolutely no control.

Advertise Your Business

If your town has a live newspaper, it is your duty as a local business man to support it, and by using its pages you are reaching the very class of people upon whom your business depends—the farmers and their families. The local paper should not be used spasmodically, but every week. Tell your story to your customers fifty-two weeks in the year.

Some dealers get the idea if they use a small space in the local paper three or four times a year that they are advertising. They are. But they are advertising the fact that they don't know what real advertising is. It is in towns where this occurs that the mail order houses get busy and the mail order firms are always watching for openings of this kind.

Are Big Demonstrations Doomed?

There is no gainsaying the fact that the big 1919 tractor and implement demonstrations in the United States, held at Wichita, Kansas and Aberdeen, S.D., have failed signally in attracting the attention of the men they sought to interest—the farmers. It is stated that the daily attendance at Aberdeen did not exceed two thousand, while the great majority of farmers who attended were already tractor owners.

It would seem that the day of the so-called "National" demonstration is past, and this also applies to the Dominion. The expense in staging exhibits at these demonstrations is high. Firms take travellers off their territory and divert them to such demonstrations; executives are present, and between one factor and another the expenses incurred are heavy and require a great many sales if the individual concern is to break even. As a matter of fact, as an educative factor the big demonstration is no longer necessary. There is still a wide field for district demonstrations, which when held at a suitable season will invariably attract a good attendance. And such local demonstrations are more profitable for the implement and tractor dealer than are huge events where the large number of types exhibited

only confuse the farmer so that he forms no definite conception of the type of tractor best suited to his individual needs.

To improve on our present methods of holding tractor demonstrations we believe it will be necessary to inject, to a certain extent, the idea of tests or competition. It is true that it would require a long series of tests to prove one machine better than another. But simple tests would add that interest to big tractor demonstrations which they lack. The old Winnipeg contests certainly did not lack interest.

In all tractor performance, the question of draw-bar horse-power is an important factor and needs attention as badly as the accurate settlement of engine or belt h.p. produced. It is this factor of loss which makes the difference in tests of tractor plowing in different parts of the country. We have slow and fast speeds, light and heavy tractors, different plowing depths, differences in soil and different big equipment. By testing a number of different makes of tractor in the same field, at the same time, and under similar conditions, losses in draw-bar power can be clearly shown.

The Value of Unity in the Trade

At the present time we see on every hand the power possessed by organized labor. This is but another proof of the power of co-ordinated action, which, after all, is the keynote of modern progress. It is strange, yet true, that you will at times hear a dealer talk of the malign effect of organization on the part of manufacturers and wholesalers, while he is not alive to the value of personally belonging to the organization serving his own line of business.

It is questionable at the present time if there is any retail business in Canada that has a smaller representation of its ranks members of a trade association than is the case in the retail implement trade. This is not because, in Western Canada at least, there are no organizations ready to serve the implement dealer. In every line of retail trade men have benefitted by their various associations and the same applies to this trade. This is the era of co-operation, and the day is past when the implement dealer should regard his competitor as a man he must keep away from. There is business for all, and by organized effort better business is the invariable outcome in any line of business. If the value of organization is evi-

dent in every line from bricklaying to banking, surely all the men who co-operate by organized effort are not on the wrong trail. Every implement dealer should make it a point to belong to the organization in existence in his province. Its value to the trade will be in direct ratio to the value the trade places in the organization. The day is past for the dealer fighting his battles or facing his problems alone. He does not need to if he will hitch his business to the wheel of modern associative effort.

Financing Tractor Purchases

While farm credit systems inaugurated by provincial governments may have some effect upon aiding the farmer to more easily finance the purchase of a tractor, the fact remains that the tractor is an expensive item in farm equipment, ranging in price anywhere from \$800 to \$2,500.

While tractors were in the early experimental stage, banks were, with some reason, loath to loan money for tractor purchases. They saw too many failures when the machines were put into practical use, too many machines discarded, while the price of the heavy outfits was high.

But conditions have changed. The stability and durability; as well as the utility and the proven economy of the tractor has become better understood by both the farmer and the banker. Now, we find the banker looking at things from a different viewpoint. He is more desirous than in the past of assisting the farmer to the greatest degree in the purchase of equipment in the way of machinery which will enable the farmer to cultivate more acres in a more easy way and at the minimum cost, and thereby make more money. With this in view, the sensible banker should be quite willing to advance to the farmer money for a tractor purchase the same as he has in the past been accustomed to loaning him money for the buying of blooded stock and for the making of general farm improvements.

As a matter of fact, in the United States some enterprising bankers in agricultural areas are already carrying on advertising campaigns which prove instructive to the farmer and bring to the bank a vast amount of good business in the tractor loan line. And every implement man will admit that the time should be past when the sale of a tractor is financed by any other institution than the local bank.

Personal

H. Hanson is the name of a new dealer at Assiniboia.

P. J. Wood has opened a tractor business at Willow Brook.

H. C. Stevenson has opened an automobile business in Edmonton.

Shannon Bros. have opened an automobile business at Didsbury.

H. Hanson is owner of an automobile agency business in Assiniboia.

Hadden & Wilson are owners of a new automobile business at Rathwell.

J. Tapinka is the owner of a new harness store located at Whitewood.

Finch Bros. have opened an auto and tractor business at Portage la Prairie.

E. Knoenings, an implement dealer at Bruderheim, has sold out to Gus. Riske.

J. W. Watt, automobile dealers at Irma, has sold out to a firm named Moore Bros.

W. T. McLellan has commenced an automobile agency business in Regina.

McDermott & Morgan have commenced an automobile business at Pincher Creek.

K. F. Slipetz has commenced business in a new implement warehouse at Valley River.

J. Plamondon and Julien Lambert are owners of an automobile business at Ste. Jean Baptiste.

Chas. Skinner, a dealer at Willow Bunch, has taken a brother into the business as a partner.

George Farrish has sold his automobile and tractor business at Semans to Hampson & McKay.

C. W. White, an implement dealer at Swift Current, has discontinued operations in that town.

A. T. Brunner has built a new garage and repair shop at Riverhurst. He is handling Chevrolet cars.

Bowman Bros., auto supply dealers in Saskatoon, have opened a branch business at Regina.

R. Peterushka, an automobile dealer at Newdale, has sold his business in that town to Titus & Brennan.

F. A. Phillips, an automobile agent at Youngstown, recently suffered some loss by fire on his premises.

The Lalley Farm Lighting Co., distributors of electric lighting plants, have commenced business in Winnipeg.

J. Grierson, sales manager of the Cockshutt Plow Company,

Winnipeg, is at present on a well earned vacation.

C. S. Jamieson has bought out the automobile business at Clanwilliam formerly owned by Murray & Waddell.

C. R. Kennedy, vice-president and manager of the A. R. Williams Machinery Co. of Vancouver, died recently.

G. W. Rippberger and W. Lockhart are carrying on business as harness and hardware merchants at Spruce Lake.

Hugh McGillivray, harness and implement dealer at Pense, has sold out the harness section of his store to McFadden & Davis.

J. W. Roy, automobile dealer at Tisdale, has taken a partner into the business, which now operates under the title of Roy & Senary.

The firm of Houze & Martin, dealers at Ogema, has been broken up by a dissolution of partnership. J. A. Houze continues.

The Burd Ring Sales Co. of Canada have opened offices in Winnipeg in the McIntyre Block. J. H. Dixon is manager of the company.

C. H. Stinson, president and managing director of the Stinson Tractor Co., Superior, Wis., was a recent business visitor to Winnipeg.

Contant Bros., garage owners and auto accessory dealers in Norwood, have rented their business to the Norwood Garage & Motor Co.

W. J. Brandon, of the engineering department, Avery Company, Peoria, Ill., was a recent visitor to Winnipeg where he spent a short vacation.

Buchanan & Parkes, Emerson, have purchased a 50-ft. lot in that town and will build a garage, 50x100 ft., at a cost of about ten thousand dollars.

Harris & Co., tractor dealers at Wadena, have enlarged their business by the addition of a partner. The firm is now known as McPherson, Harris & Co.

Canada Dry Cells, manufacturers of batteries in Winnipeg, recently suffered loss by fire on their premises. The damage done was covered by insurance.

Fred Hanson, manager at Minneapolis for the Sawyer-Massey Company, during August went East and spent a couple of weeks at the factory at Hamilton, Ont.

Stanley Maw, of Jos. Maw & Co., Winnipeg, has just returned from the Reo factory at Lansing, Mich., after succeeding in getting three carloads over the usual

monthly auto allotment. Mr. Maw reports that the Reo Company are making more cars and trucks than ever before, and yet they are unable to satisfy the calls from dealers.

E. A. Kemp, manager of the engine and tractor department, Canadian Fairbanks-Morse Co., Winnipeg, recently returned from a trip to Racine, Minneapolis and Chicago.

I. J. Haug, manager of the Canadian Avery Company, Winnipeg, during August spent a week at the factory and head offices of the Avery Company, at Peoria, Ill.

N. B. Agnew, formerly a blockman for the International Harvester Co., in London territory, has been appointed assistant manager at the Hamilton branch of the organization.

Geo. M. Gillette, president of the Minneapolis Steel & Machinery Company, Minneapolis, has again taken up business actively after spending several weeks in the hospital.

Charles M. Russell, for several years vice-president of The Russell & Co., died at his home in Massillon, Ohio, recently. He was 67 years old and a son of one of the founders.

Claims against the estate of the late Thos. W. Prout, who carried on an implement business at Portage la Prairie, should be filed with the National Trust Company, Winnipeg.

D. V. Holcomb, formerly field manager of the John Lauson Mfg. Co., New Holstein, Wis., has been appointed general sales manager of the Monarch Tractor Co., Watertown, Wis.

Kidd & Clements, the progressive hardware and implement dealers at Wapella, sold no less than 32 binders this season. They also report exceptionally good sales for their tractor lines.

D. Drehmer, manager of the John Deere Plow Co., Winnipeg, recently returned from a visit to the headquarters of the Deere organization at Moline, Illinois. He reports the factories very busy.

In a recent fire in the town of Strome, H. W. Schenk, harness dealer, and Alex. Scrimgeour, implement dealer, suffered considerable financial loss through damages to their premises and stock.

The Norwood Garage & Motor Co., Winnipeg, has been organized with a capital of \$20,000. C. H. MacFadyen, formerly of Christiansen Implements, Ltd., is one of the directors of the company.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, reports that the erection of the large additions to their plant is proceeding rapidly, and will be completed before the end of September.

J. H. Ashdown, of the J. H. Ashdown Hardware Co., Limited, Winnipeg, has been chosen to represent the wholesalers of the West at the National Industrial Conference, Ottawa, to be held this month.

W. J. Wilson, sales manager of the Winnipeg Ceiling and Roofing Company, was laid aside by sickness for a couple of weeks during August. He is now back at his desk and we hope will soon be as fit as ever.

C. J. Brittain, manager of the Canadian Fairbanks-Morse Co., Winnipeg, and D. Drehmer, manager of the John Deere Plow Co., Winnipeg, have been appointed on the executive of the newly organized Citizens' League of Winnipeg.

R. C. Haskins, vice-president of the International Harvester Co., attended the Alberta Industrial Congress at which he gave a very interesting address. Mr. Haskins maintained that agricultural development is the basis of all industry.

J. Nichol, manager of the Massey-Harris branch at Saskatoon, has been elected president of the Saskatoon branch of the Canadian Manufacturers' Association, and A. I. Turnbull, of the Canadian Fairbanks-Morse Co., secretary.

The Sharples Advertising Department at West Chester, Pa., is glad to announce the recent appointment of Robert R. Jamieson as assistant advertising manager, and Mr. Jamieson has already taken up his work in the West Chester office.

I. Woods, sales manager of the Emerson Manufacturing Co., Winnipeg, following the fair season made a trip through Central Saskatchewan, visiting Emerson dealers in that territory. He reports a splendid demand for the Emerson mills.

Geo. D. Ash, general traveller for The John Lauson Mfg. Company, New Holstein, Wis., and H. C. Thiessen, factory superintendent, will visit Cuba in the near future and will hold demonstrations on Lauson tractors throughout the island.

Ed. Thielke, of the tractor experimental department of the Rock Island Plow Co., Rock Island, Ill., was a recent visitor to Western Canada where he spent

some time with the Waterloo Mfg. Co., who are distributors for the Rock Island line.

The John Lauson Manufacturing Company, New Holstein, Wis., have recently made contracts with the following new dealers: W. G. Clark, Dinsmore, Sask.; C. Fitchell, Tessier, Sask.; J. Lowrie, Kinistino, Sask., and T. A. A. Wright, Lloydminster, Sask.

Robert Gray, president and general manager of Gray-Dort Motors, Ltd., and J. P. Byers, secy.-treas., recently passed through Winnipeg on their way back to the head office at Chatham, Ont. They visited the Gray-Campbell branch at Moose Jaw while in the West.

The following represented the Cleveland Tractor Co. at the Tractor Demonstration at Aberdeen, S.D.: George Haller, assistant sales engineer; C. F. Jennes, agricultural director; L. L. Brockett, manager at Minneapolis; W. M. Hart, research department; and M. B. Morgan, chief engineer.

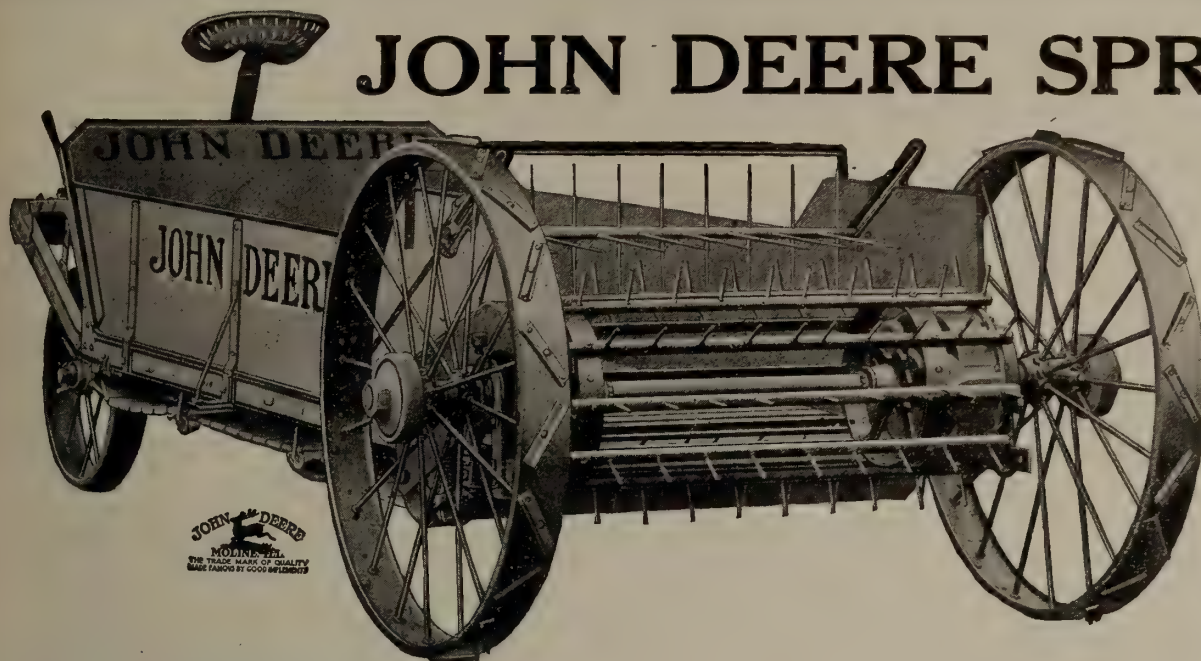
Mrs. B. Conway, head of the Bert Conway Estate, Regina, farm machinery distributors, recently spent a few days in Winnipeg on business. Mrs. Conway, one of the few ladies in North America carrying on an implement business, reports the demand for their lines very satisfactory.

D. N. Jamieson, manager of the R. A. Lister Co. (Canada), Winnipeg, recently visited the Toronto headquarters of his company. While east Mr. Jamieson attended the Canadian National Exhibition, at which the Lister organization had, we believe, the largest farm equipment display on the grounds.

A. E. Donovan, manager of the Cushman Motor Works, of Canada, Winnipeg, reports very satisfactory sales of their "Lincoln" tractor separators in North Dakota. The Canadian Cushman organization it is stated was one of the first thresher concerns in Canada to commence selling in U. S. territory.

H. J. Macdonald, a dealer at Melville, reports that he sold six Wallis tractors this spring by going on to the farms of prospects and giving a demonstration of tractor efficiency. He phoned every farmer in the locality before these demonstrations, asking them to be present. A mighty good plan, H. J.

E. B. Sawyer, president of the Cushman Motor Works, of Lincoln, Neb., recently went west to Santa Monica, Cal., where his



JOHN DEERE SPREADERS

WITH THE BEATER
ON THE AXLE . .

*The low down
spreader with
the big drive
— wheels —*

NO CLUTCHES
NO CHAINS
NO TROUBLE

THE less mechanism necessary to obtain a result the better. In the John Deere spreader there are no chains, no stub axles, no extra shafts. Simplicity is the keynote. The sloping front board permits higher loading. The beater delivers manure so near the ground that wind does not affect spreading. Has revolving rake, assuring positively smooth feeding. Ball Bearing Eccentric Apron Drive requires no attention, no oiling. It moves along steadily and surely. Lever sets the number of loads to the acre desired. Another lever starts and stops the mechanism without stopping team. The front truck turns short to make easy loading in narrow barn yards. Steel Frame, wood crossbars, strongly braced. See latest folder recently mailed to all John Deere Dealers.

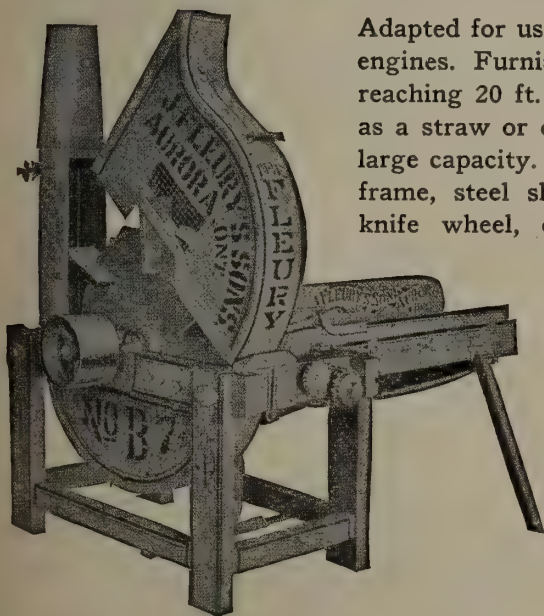
Announcing the "RELIANCE" SLEIGH

Next month we will show photographs and give details and dimensions of this new sleigh. We have had good sleighs in the past—but don't order your sleigh stock this year until you have full information about the "Reliance" all oak sleigh.



NEW FOSTON FANNING MILLS

Speed in cleaning is a big point in favor of the Foston. Designed as a general purpose farm cleaner for use on all grains as well as Timothy, Clover, Alfalfa or Millet. Built in 3 sizes: Nos. 24, 32 and 40. Power attachments can be supplied for all sizes. A 1½ h.p. engine will operate any one of them. Can be supplied with either 10 ft. elevator, or bagger.



Adapted for use with 7 to 14 h.p. engines. Furnished steel pipe reaching 20 ft. 6 ins. Unequaled as a straw or corn cutter. Has large capacity. Heavy hardwood frame, steel shafting, solid disc knife wheel, etc. Steel casing around knife. All gears protected. Get folder.

At this time of year you can profitably follow up prospects on Fleury grinders, roll crushers, root pulpers and wood saws. Make a big attempt to clean up this fall much of the business you usually let go till spring. Get folders on any John Deere line you are short of.

JOHN DEERE PLOW CO. LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

LETHBRIDGE

family are in residence. Mr. Sawyer will come north to Vancouver and will cross the Rockies, coming east to Winnipeg, where he will visit the Cushman Motor Works of Canada.

E. S. Strachan, Western Canadian sales agent for the Swedish Separator Co., of Chicago, manufacturers of Viking cream separators, is back from a business trip to Regina, Calgary, Edmonton and other trade centres. Mr. Strachan has just returned from an extended tour through the Eastern Canadian provinces.

Peek Heads Plow Co.

George N. Peek has accepted the position of president and general manager of the Moline Plow Co., Moline, Ill., and has assumed his duties in that office. When the Willys-Overland company purchased the controlling interest in the Moline Plow Co., it was the agreement on the part of F. G. Allen that he would remain as president and general manager of the company until a suitable successor could be provided. Mr. Peek, who did splendid work at Washington during the war, has recently got back to his own line and was chosen for the post.

Keep your brains on the payroll all the time.

A New Electric Lighting Plant

A modern electric lighting and power plant for farms, rural schools and churches, suburban homes, stores, etc., is to be manufactured by one of the John N. Willys companies, the Electric Auto-Lite Corporation of Toledo, Ohio. The new system will be known as Willys Light. It will be marketed by the Willys Light Division of the Electric Auto-Lite Corporation through distributors and dealers. The formation of the sales organization is now under way.

The new system is said to be the most complete that has yet been placed on the market. It is operated by a Willys-Knight sleeve-valve motor, a motor known for its simplicity of operation and its quietness. The engine has been developed to such an extent that it requires practically no attention and is said to be so simple that child can operate it, according to those who have observed it.

The complete plant consists of a Willys-Knight engine, a directly connected generator, a simple control box and a storage battery. The Knight engine burns kerosene at approximately one-half the cost of gasoline. It is air-cooled, self-cranks, self-running, and self-

stopping. The control is semi-automatic.

Willys Light generator is shunt wound for 32 volts. It delivers 750 watts. The armature of the generator, the engine fly wheel and crank shaft are constructed in practically one piece, thus eliminating separate generator bearings and reducing friction. The battery consists of 16 cells with nine plates to the cell. These are enclosed in sealed glass jars. They have a capacity of 160 ampere hours.

Malleable Iron Described

The American Malleable Castings Association, 1900 Euclid Bldg., Cleveland, are now issuing the second edition of their book on malleable iron, its properties and uses. For the man who uses malleable iron in any form, selling or manufacturing, there is a wealth of information in this booklet. The processes of manufacture are clearly described, micrographs showing the transition of the hard iron to the annealed, toughened product. Reports of physical tests show what this metal will stand, while clean-cut illustrations show the malleability of the metal under tension and torsion strains. Malleable iron is more costly than grey iron,

but its strength and power have made it one of the most important casting metals in the farm machinery field. Dealers and manufacturers who are interested in malleables will find this new publication of exceptional interest, as showing the methods of manufacture and the many uses to which malleable may be put. The booklet will be sent upon request by the association to all interested readers of Canadian Farm Implements.

A New Catalog

The Crescent Forge & Shovel Co., Havana, Ill., recently issued a very attractive catalog covering their line of plowshares and implement repairs. It is stated that now over 1500 different types of shares are produced. The cover is of novel type in that it is pocketed as a folder to hold additional lists and memoranda. "Crescent" products are handled in Western Canada by D. Ackland & Son, Winnipeg and Calgary.

Hickory Shortage Evident

Vehicle and implement manufacturers in the United States have been having considerable trouble in locating hickory logs or lumber this season, there being a shortage of material, and small production due to shortage of labor. Ash is also high and scarce, and oak and gum are out of sight, scarce and advancing. Poplar and gum boxboards are commanding very high prices.

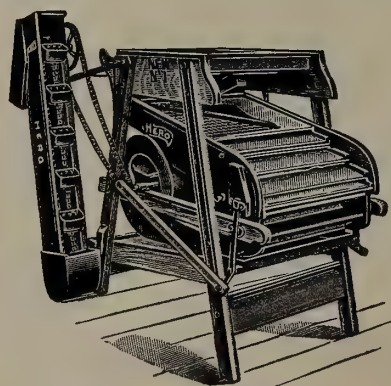
C.B.N.A. Convention

The forty-seventh annual convention of the U.S. Carriage Builders' National Association will open in Chicago on Sept. 23. During the week there will be the usual exhibit of carriage and automobile accessories, and we understand that all of the exhibit space has been practically sold. A large attendance is anticipated at the 1919 convention of the vehicle manufacturers.



CLEAN THE WHEAT CROP

*You
Get More
Money
For
Your Wheat*



*You
Save Your
Screenings
For
Feeding Stock*

THE HERO FANNING MILL

CLEANS THE CROP :: :: :: RAISES THE GRADE

INCREASES THE PRICE

REDUCES DOCKAGE :: :: :: SAVES THE SCREENINGS

EVERY FARM SHOULD HAVE A HERO

WRITE TO-DAY FOR PRICE AND TERMS

D. ACKLAND & SON, LIMITED, WINNIPEG

Power To Spare For All-Year-Round Farm Work



THE record of this kerosene tractor proves that it possesses astonishing *surplus power* in its motor when pulling three plows through any kind or condition of soil.

And **POWER**—power a-plenty and to spare—is what every farmer demands these days when purchasing a tractor.

Just look at the “selling arguments” you will be armed with—if you represent the **ALLWORK**. It is guaranteed to burn kerosene successfully. It has the largest, most powerful engine of any 3-plow tractor. It will turn shorter than any other four-

wheel tractor—in a 12-foot radius. It handles 3 plows with ease in the toughest going—and just “walks away” with an 8-foot double-disc harrow and a two-section harrow *weighted down*. It will run a separator, corn sheller, feed grinder and do all kinds of belt work. Read the letter at the left.

*Write for Dealers' Terms.
They will interest you.*

A Giant In Power

“I am enclosing a picture of the ‘ALLWORK’ Tractor which we purchased last spring. We have plowed, disced, hauled manure, sawed wood, hulled clover, worked on the roads and pulled hedge with this little tractor. It is small in size but A **GIANT IN POWER**—and has caused our neighbors to take notice of its name—‘ALLWORK.’

“Right now it is pulling with ease a No. 6 Clover Huller. Many people did not believe it would pull the clover huller and laughed at us when we said we were going to use the tractor to hull with. The ‘ALLWORK’ is the most economical tractor to buy.”

HOBART DEFFENBAUGH,
Mahomet, Ill.



The **ALLWORK** does all kinds of field work easily. Pulls three plows—discs and harrows.



The surplus power of the **ALLWORK** enables you to use it for all kinds of belt work.

ELECTRIC WHEEL COMPANY

Box 327a

Quincy, Illinois

Allwork

Kerosene Tractor

“Backed by 12 Years of Tractor Experience”

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary, Distributors for Alberta

Analysing the Tractor Situation

By H. G. WEAVER

With the signing of the armistice it was the consensus of opinion that the tractor industry would grow by leaps and bounds, and although business within the last few months has shown a substantial increase, the predicted avalanche of orders never did materialize.

Despite the apparently contradictory turns that so often take place in a growing industry, the progress of lack of progress can always be traced to definite causes provided all the facts are known. An intelligent and impartial analysis of conditions since last November should enable us to more accurately anticipate the future and lay our plans accordingly.

Following the 1918 boom in the tractor business, many small dealers, at least in the United States, placed one or more tractors in stock last fall. When the armistice was signed their attitude was to sell the stock on hand and then mark time until they could see what would happen. Some of them were automobile dealers who had taken on tractors as a war measure, and were ready to drop them when they saw a change again of getting deliveries of passenger cars. Everyone waited to see what the other fellow would do. During the first few months of 1919 the majority of tractor sales represented a movement from the dealer to the farmer rather than

from the factory or factory branch to the dealer.

From the manufacturer's viewpoint, this made business look worse than was actually the case.

The high prices on 1919 wheat prompted the farmer to devote a large acreage to it. The preparation of land incidental to this crop was done in the summer and fall of 1918 with tractors that had been built prior to that time.

The low price of horses has influenced the less progressive farmer to stick to the old methods. The farmer, not realizing the continued high cost of labor and material has patiently waited for a drop in tractor prices. The sale of high-priced automobiles to farmers during the past six months would appear to contradict the foregoing. However, the tractor is an investment and in-

vestments are considered from a standpoint of amount of money involved and percentage in returns. While granting that the automobile is a necessity, it is at the same time a luxury and carries with it a popular appeal that offsets cold facts and figures. Many farmers have bought automobiles who, had the war continued, would have bought tractors instead. Regardless of high prices, the farmer bought heavily.

The interests of the automobile industry and the tractor industry are entirely compatible—the automobile is an important factor in the motorization of the farm—the experienced automobile owner usually makes a successful power farmer, but I repeat that the sale of automobiles this year has retarded the sale of tractors. Even where money is plentiful it is rather against the human nature of man—farmer or otherwise—to purchase simultaneously two items costing more than a thousand dollars apiece.

Intelligent experience is being built right into the farm tractor of to-day and the implement has been properly developed to play its new role. The industry is fundamentally sound and is moving steadily forward in the right direction.

A New Scottish Tractor

The Glasgow tractor is the name of a new machine which has attracted great attention at the implement displays at the leading British fairs this summer. It is of three-wheel design, all three wheels being drivers. There is no differential system, a compensating device in the front wheel drive allowing turning. The Glasgow tractor weighs 3600 pounds and has a four-cylinder motor, $4\frac{1}{8} \times 5\frac{1}{4}$ in., rated at 25 b. h. p. It is regularly fitted for gasoline, but kerosene equipment can be installed. The oiling system is the force feed and splash variety. The belt pulley measures 10x6 in. and runs 1,200 r.p.m. Two speeds are provided, $2\frac{1}{2}$ and 5 m.p.h.

The manufacturers, John Wallace & Sons, Glasgow, state that in plowing tests, the Glasgow tractor has pulled four 12-inch plows, 9 inches deep. Dynamometer tests show a pull of about 3100 lbs. at 3 m.p.h. The company will consider propositions for manufacturing this tractor in Canadian territory.

Don't do work that a ten dollar a week lad could do while farmers come in who would appreciate your attention.

The New HART-PARR

THE TRACTOR THAT GIVES PLENTY POWER—WHERE POWER SHOULD BE

THE mechanical perfection of the New Hart-Parr has behind it over 18 years' experience in building tractor motors. The Hart-Parr Company, Founders of the Tractor Industry, built the first successful kerosene motors.

In open competition with 22 other tractors the Hart-Parr 30 developed $37\frac{1}{2}$ H.P. on kerosene, or 5 H.P. more than any other 3-plow tractor—at a fuel cost of $1\frac{1}{2}$ cents per horse-power hour. At the rim of the rear wheels, in our famous "Bootstrap test," it delivers over $29\frac{1}{2}$ H.P.

The Hart-Parr 30 burns kerosene as successfully as other tractors burn kerosene, because it has the Dray Kerosene Shunt—a feature found in no other tractor. Has lowest cost per horse-power and half the valve trouble. Less gearing because of lower engine speed and less reduction. Less power lost in transmission; it delivers the power where the farmer needs it, right to the drive wheels or the belt pulley. The Hart-Parr does not eat its motor power moving useless weight. In every way a worthy descendant of the famous, Old Reliable Hart-Parrs that broke the virgin prairies.

Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.
TRACTOR FRAME—Cast steel, one piece. No bend, no twist.
CARBURETOR—New Dray kerosene shunt.
BEARINGS—S K F and Hyatt.
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.
TRANSMISSION—Selective sliding gear.
COOLING DEVICE—Honeycomb radiator—shaft driven pump and fan.
LUBRICATION—Madison-Kipp force feed.
WEIGHT—5,150 pounds.

ASK FOR PARTICULARS

The Hart-Parr Agency is a Valuable Asset

A Three-Plow Tractor with 30 H.P. on the Belt

Maximum Power at Minimum Fuel Cost

WHAT THE DRAY KEROSENE SHUNT DOES

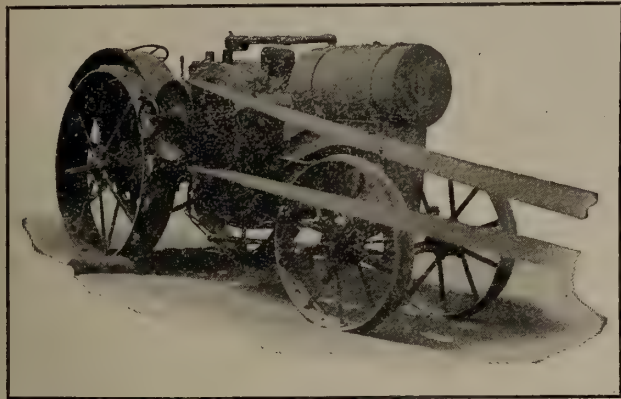
At full load the Dray Kerosene Shunt feeds cold fuel through the butterfly valve direct to the combustion chamber. At light load it forces the fuel down through the hot exhaust manifold, preheating it before it enters the combustion chamber—giving a smooth-running engine at all loads without delicate adjustment of the carburetor. This explains the economical, flexible power of the New Hart-Parr.

Distributors for:

New Hart-Parr Tractors, P & O Plows and Tillage Implements, "Superior" Horse and Tractor Grain Drills.

Write for our Liberal Sales Offer

HART-PARR OF CANADA, LIMITED
Winnipeg Regina Calgary Saskatoon Edmonton



TITAN 10-20 KEROSENE TRACTOR

Has Been Reduced
\$225 in Price

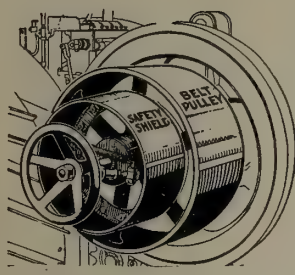
TITAN 10-20 — the world's standard 10-20 kerosene tractor — has now been the talk of the farm power world for many months. In great numbers, in the United States and in the Dominion, it has been serving its owners well, building a secure reputation for drawbar work and threshing, and general belt work efficiency.

Among all tractors, Titan 10-20 is probably least in need of selling effort. It is selling itself on its record, yet it is important for every Titan agent and every farmer that Titan 10-20 meet with still wider distribution. Because of Titan popularity in the past, Titan factory capacity has been greatly

increased and this has made possible the recent \$225 cut in price, dating from July 8, 1919. Farmers throughout the Dominion have been told of this great reduction, in double pages and full pages in the farm papers.

The new low price (\$1100 cash f.o.b. Winnipeg, and corresponding reductions throughout Canada) will bring many new buyers to Titan agents. It is an unusual opportunity for men who sell Titan 10-20 tractors. For any information on Titan 10-20 or on International 15-30 see the blockman or write to the nearest branch house.

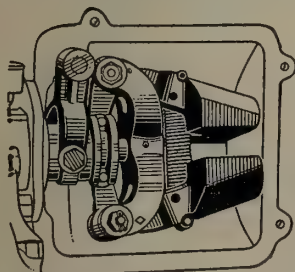
Here are great factors that have made Titan 10-20 so popular with farmer and therefore with agent. When you sell Titan, these features are included in the original price. They are given below in the words we have used in presenting them to the farmers.



Friction Clutch Pulley

A large, wide friction clutch pulley, made in five sizes, equipped with safety shield, is mounted directly on the crank-shaft of the low-speed, steady Titan engine and delivers the full power to the driven machine. It has an 8½-inch face and 20-inch diameter. TITAN OWNERS WILL TELL YOU HERE IS, REMARKABLY STEADY THRESHING POWER. The Titan 10-20 can be quickly

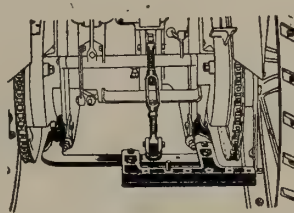
backed into the belt because of the location of the pulley and the belt clears the front wheels and other parts of the tractor by a generous margin. It is not necessary to dig holes for the front wheels to get belt clearance. The Titan pulley was NOT put on as an AFTER THOUGHT. The designers did NOT overlook it in the first place. SOME tractor builders committed this very serious error, due to lack of farm knowledge and experience. To remedy this error, they designed a small make-shift pulley, in one size only, attached it in an awkward place and charge you \$35 to \$40 for it. THE TITAN 10-20 FRICTION CLUTCH PULLEY IS FURNISHED WITHOUT EXTRA CHARGE.



Throttle Governor

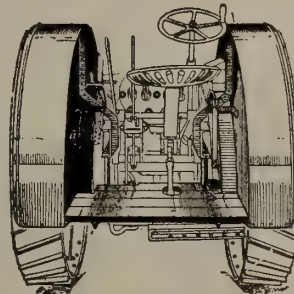
SOME TRACTORS are sold without governors because, perhaps, the designers did not know that one was needed. Which is the best economy—to pay an operator a salary just to sit on the tractor and adjust the fuel to the load variations when engaged in belt work or let a throttle governor do it without extra cost?—do it automatically, perfectly. The Titan throttle governor SAVES FUEL, PREVENTS GRAIN LOSSES BY DELIVER-

ING UNIFORM POWER TO YOUR THRESHER and lengthens the life of both tractor and driven machine. YOU GET THIS GOVERNOR WITHOUT EXTRA CHARGE.



Drawbar Some tractor builders put a HOOK AND EYE AFFAIR on the tail end of their tractors—and call it a drawbar! They seem to have overlooked the fact that a farm tractor not only pulls plows, but also mowers, hay loaders, grain binders, etc., each requiring different hitch adjustment. PERHAPS THEY DIDN'T KNOW ABOUT THESE OTHER MACHINES. Look at the Titan drawbar.

Note the provisions for a wide range of adjustment both up and down and sidewise. THE TITAN DRAWBAR FITS EVERY NEED AND IT IS FURNISHED WITHOUT EXTRA COST.



Fenders The designers of some tractors evidently did not know that the drive wheels throw dirt, dust or mud over the operator and machine unless fenders prevent it. The Titan 10-20 has such fenders. They are also a "safety first" feature. In some farming sections laws have been passed prohibiting the sale of fenderless tractors. TITAN FENDERS ARE FURNISHED WITHOUT THE \$40 TO \$50 EXTRA CHARGE MADE BY THE "LOW PRICE" MANUFACTURERS.

Tools A complete set of sixteen tools is furnished with every Titan 10-20. This handy tool-kit is provided in spite of the fact that Titan 10-20 tractors get out of order less frequently than the general run of tractors. Some tractor concerns whose tractors really need frequent adjustment and repairs, furnish nothing but two or three wrenches. They tell you that their product is SO GOOD that it doesn't need adjustment. Do you believe this? As a matter of fact, they omit necessary tools for the same reason they omit the essential features described above—to make a low "camouflage price"! THE TITAN 10-20 COMPLETE TOOL KIT IS FURNISHED WITHOUT EXTRA CHARGE.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.,
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST JOHN, N. B.

Gray Tractors for Roumania

Under a contract made by H. D. Dodge, sales manager of the Gray Tractor Company, Minneapolis, the first shipment of thirty tractors was sent to Roumania early in August. Thirty plows were sent along with the tractors. The contract calls for three hundred machines, to be delivered as soon as possible, and the Gray Company is making records in production to get the shipment out in a hurry.

there. A 44-hour week, maximum rates of pay, and a qualified profit-sharing scheme are other features announced.

Sir Percival Perry, head of the Ford Motor Co. of England, has resigned to take charge of the tractor plant of the Ford Company at Cork, Ireland. He is succeeded at the automobile plant in Manchester by W. C. Anderson, formerly manager of the Ford motor plant in St. Louis, Mo.

Four Drive Tractors

The Four Drive Tractor Co., Big Rapids, Mich., have issued some attractive literature on their tractor line. In these machines the Fitch system of applying power to the front wheels is used, without the use of the steering universal or knuckle. The weight of the Four-Drive is evenly distributed over both axles. The horse-power given is 15-26, with a capacity claimed of three to five plows. Two models are made, one weighing 5100 lbs., the other 6000 lbs. Waukesha 4-cyl. engines and Beaver motors are used. Dixie h.t. ignition, Kingston carburetors, Perfex radiators and Timken roller bearings are embodied in the design. Three speeds are provided, from 1½ to 4 m.p.h.

The tractors operate on gasoline or kerosene, the heavier model being equipped with a Larrison special governor. In a recently published folder testimonials are embodied from Four-Drive owners in Saskatchewan, who seem to be enthusiasts for these machines. The Four-Drive is handled in the West by Will Nisbett, Moose Jaw, sales agent for the company.

Baker-Robb Tractors

A new development in tractor manufacturing in Canada is the Baker-Robb farm tractor, produced by the Robb Engineering Works, Amherst, N.S. Mr. B. Baker is well known to dealers in the Canadian West. He was formerly with the Rumely organization in this territory.

The Baker-Robb tractor is 15-30 h.p., handling three or four plows. It has a 2-cyl. engine, 6½ x 8 inches in size, with a pulley speed of 750 r.p.m. It has two speeds, 2¼ and 3 m.p.h., and uses kerosene. From the specifications this tractor seems to be of exceptionally strong construction, with ample dimensions in all parts. All gears are machined and heat treated, and run in oil. The Stewart vacuum fuel supply sys-

tem is used, and the steering gear is of the irreversible enclosed type. Hyatt and Timken bearings are embodied in the design. From reports received of the work of these tractors in the Maritime Provinces they seem to give exceptionally economical results.

Tells of Samson Tractors

We have recently received from the Samson Tractor Co., Janesville, Wis., a copy of their newly issued booklet, entitled "The Samson Tractor Story." This publication describes the development of the Samson tractor—how the Automobile Division of General Motors entered the tractor field. This tractor is priced on the basis of the number of horses it will displace, and no dealer is appointed until his tractors are ready to go forward, nor can he sell a Samson tractor unless he knows he can make delivery. A fee is placed with the order, and the tractor is delivered to the farmer for a thorough try-out. When satisfied he signs an acceptance and pays the purchase price. The price given in the booklet is \$650 f.o.b. Janesville, Wis., fenders and platform additional.

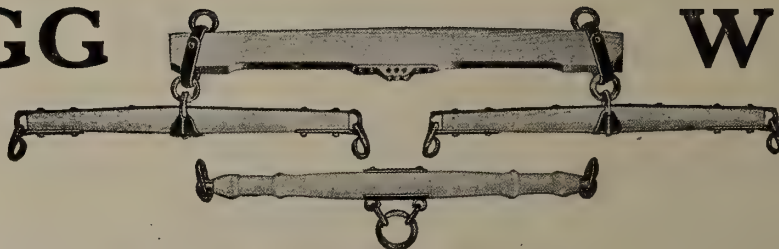
Do you use a prospect list?

Ford Co. Locate Tractor Plant in Ireland

It is stated that the Ford Company have definitely decided to concentrate their European tractor production at Cork. The present intention is to assemble tractors at Cork from materials obtained from American and British sources of supply, and it is expected that in the next few months all finished tractors for the European market will be assembled at Cork. Within twelve months it is hoped to have established a factory and equipment valued at a million dollars. Two thousand people will be employed, and a substantial portion of the tractor parts will be produced

GREGG

**PULL THE
LOAD FOR
THE FARMER**



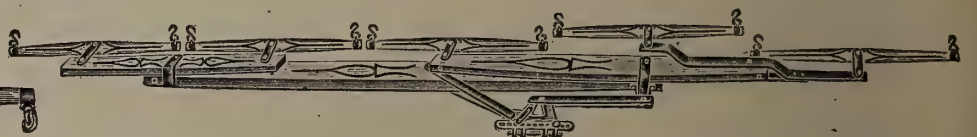
STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

WOODS

**PULL MORE
PROFIT FOR
THE DEALER**



COMBINED TWO AND THREE-HORSE EQUALIZERS



FIVE HORSE GANG PLOW EVENERS—SPECIAL CLEVIS ATTACHMENT

MEET THE DEMAND THE YEAR AROUND

Every season in the year dealers have a demand for Gregg Woods. In the sale of wagon and implement woods, quality is a big asset. Gregg goods are quality plus. In materials, tough endurance, lasting service and finish they are Canada's leading line. We carry one of the largest stocks of selected hardwoods in the Dominion. Every item undergoes stringent inspection. Paint and varnish cover no imperfections in Gregg Woods. When you sell a farmer a Gregg set you create a satisfied customer and ensure repeat orders.

HITCH GREGG QUALITY TO YOUR BUSINESS

Dealers have proven that the Gregg line sells easily and has no "come-back." Every set sold is an advertisement for them. Our line is complete.

WE MANUFACTURE—Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees; Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets; 3 and 4-Horse Hitches; 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners.

WAGON HARDWARE—Clips, ferrules and hooks, neckyokes, centre and end irons, wagon box straps and rods, etc.

Remember—"If it Comes from GREGG it Must be Good"

All Leading Jobbers carry our Lines. When you order your stock specify "GREGG" Goods, and accept no substitute. It pays to handle the best, that's Gregg goods.

THE GREGG MANUFACTURING COMPANY LTD.

Winnipeg, Man.

STINSON

THE REAL FOUR-PLOW TRACTOR

THE Saskatchewan Grain Growers' Association has proven its worth. When the Saskatchewan Grain Growers were looking for a tractor that would serve the needs of the western farmer they conducted a most thorough investigation and made numerous experiments. The three plow tractor was too small for their requirements and the large tractors went to the other extreme.

After looking over the whole tractor field their choice fell on the Stinson and that it has well sustained their good judgment may be gathered from the following extract from their letter:

"Regarding the satisfaction the Stinson has given, might say that some of these men (list given) have operated their tractors almost continuously since they bought them, and the amount of repairs required has been practically nil. The Beaver motor

is at the top of the class so far as giving honest service, and the motor uses kerosene most economically. The whole tractor is better protected from dust than anything on the market.

"Further, in some tests made at University of Saskatchewan, Saskatoon, week ending Saturday, June 21, the motor was able to deliver on the brake 37.8 horse-power with motor running 1000 revolutions per minute. The manufacturer does not object to this motor being run 1200 r.p.m., and, therefore, we had 200 r.p.m. in reserve.

"At draw-bar work it pulled eighty sixteen-inch discs and delivered 21 h.p. draw-bar. The footing was of the worst, as it was very dry, and the ground was very loose on top, but it was able to make three miles per hour—the same motor speed as on the brake.

"In conclusion, might say that we do not know of any tractor in Saskatchewan that can give the farmer better general satisfaction."

SOME STINSON FACTS

Motor is 36 H.P., 4 cyl., valve in head.

Power enough to properly drive a 28-in. separator.

It works better on KEROSENE than on gasoline, because it's a KEROSENE motor.

Draw bar pull is 3,000 lbs. at 3 miles per hour.

Pulling 3 14-in. plows this means 12.7 acres in 10 hours.

Pulling 4-14-in. plows this means 16.96 acres in 10 hours.

Weight 6,350 lbs., 85 per cent on drive wheels.

Two drive wheels 12-in. wide, 60-in. high.

Sixteen angle lugs, 18-in. long, 3-in. deep on each wheel.

No side draft, no bevel gears, direct drive to belt pulley.

The best tractor in the world with working parts poorly protected from dust can only be a partial success. The Rainstorm cleaner supplies the motor with clean, moist air, washed through water. It is non-adjustable and trouble proof. All gears, including final drive, are enclosed, running in oil; governor enclosed, running in oil.

*The Stinson will lead
in tractor sales in 1920.
Write now for territory.*



Tractioneers
LIMITED.

11 NOTRE DAME EAST
St. Boniface Winnipeg

*Distributors and Service Station
for the Province of Manitoba . .*

Saskatchewan Grain Growers'
Association
REGINA SASK.

*Distributors and Service Station
for the Province of Saskatchewan*

MARTIN & PHILLIPS
MEDICINE HAT ALTA.

*Distributors and Service Station
for the Province of Alberta . . .*

Operating Expenses in Retail Stores

The results of an investigation of operating expenses and profits in the retail hardware trade were recently announced by the Bureau of Business Research at Harvard University. Proprietors of 218 stores located in the United States and Canada gave information regarding their cost of doing business.

The report covers the war years—1917 and 1918. The average figure for total expense in retail hardware stores during this period was found to be 20.6 per cent of the sales. The average net profit was 6 per cent of the sales. The average rate of stock-turn was 1.8 times a year. Similar figures are given in the report for each item of profit and expense.

This inquiry has brought out the fact that the average investment in merchandise, owing primarily to higher prices, was about 5 per cent greater in retail hardware stores in January, 1919, than in January, 1918. It has shown, furthermore, that in stores with an annual volume of business of \$50,000, the expenses, in percentage of sales, are generally as low as in stores with sales amounting to over \$100,000 a year.

Net Profit and Loss

The most unprofitable hardware business from which a report was received showed a loss of 10.2 per cent of the sales. The most profitable business showed a net profit of 11.1 per cent. The common figure for net profit for the years 1917 and 1918 was 6 per cent of the net sales.

This net profit is the amount which remains after all the expenses, including proprietor's or partner's salaries, rent for the store whether leased or owned, and total interest have been deducted from the gross profit. It is the amount which the business earns over and above expense charges of every sort. It is not to be confused with interest or considered as a return upon the investment.

Implement Dealers' Overhead

With a view to finding the effect of war prices and war-time wages on the overhead of the implement dealer, Farm Implement News, Chicago, obtained figures from a hundred dealers in widespread territories in the United States.

Some ten years ago it was figured by data compiled at that date that the overhead for implement dealers in the middle western States was about 17 per cent. In this recent enquiry by our con-

temporary the figures given range from 9.52 to 25.25 per cent, with an average for the whole of 15.62 per cent.

One dealer reported a percentage of 12, but added that this included nothing for salary for himself. Another reporting the same percentage and one reporting 10 per cent, do considerable wholesale business, and therefore have an unusually large volume. On the other hand, one exclusive retail dealer reported a percentage of only 10.33 for 1918, and said it included salary. This was based on a volume of \$70,000, or nearly double the volume of 1914.

Dealers doing business in the sale of automobiles show that a big sale of cars usually reduced their overhead. In practically every case where the percentage shows a material decrease from the average of 17 it is due to extraordinarily large volume, either in farm equipment or motor cars or both. And even in cases where the percentage is apparently low, it usually represents an increase in 1918 over the preceding year. As a matter of fact, the advanced prices of implements added largely to the volume in 1917, but the full effect of increased wages and other expenses was not felt until 1918.

These figures are lower than overhead submitted by dealers in Western Canada who keep close track of their expenses. It is found in this territory that the present overhead percentage in implement trade is between 18 and 19 per cent.

Ohio University Held Tractor Demonstration

A new departure in tractor demonstrations was the initiative of the Ohio State University, Fostoria, O., in planning and carrying out a most successful tractor demonstration. This movement might be copied with profit by the various agricultural colleges in Canada. The idea of the officials was to show students of agriculture and farmers the value of power farming. In commenting on this innovation, H. E. McCray, chief engineer of the Hart-Parr Co., Charles City, Iowa, writes as follows:

"The expenses of the demonstration were not large, as compared to the so-called national gatherings, and were certainly most fruitful from an educational and advertising standpoint.

"From an engineering stand-

point, I consider the tests especially enlightening both regarding tractors and plows. To the close observer, there was much to be learned every day. It was a distinct loss to the industry that comparatively few engineers were present. The importance of proper wheel equipment for varying soil conditions was brought out more forcibly than ever before.

"The data obtained is unquestionably accurate. The only criticism that might be made was that the time for preliminary adjustments was necessarily cut short. The information obtained in this year's Ohio tests should prove to be of great value to the farmer, dealer and manufacturer."

Retailers' Magazine Changes Name

"The Retailer," the official organ of the Saskatchewan-Alberta branches of the Retail Merchants' Association of Canada, is to be known in future as "The Western Retailer." Indeed, it has already changed its name, and the July and August issues were a credit to the publishers, being a great improvement on the style in which it has been printed during the past four and a half years. The "Western Retailer" is edited by F. E. Raymond, Provincial Secretary of the Association, whose headquarters are in Saskatoon.

Tire Co. Handles Vulcanizing

H. F. Middleton, manager of the Miller Tire Co., Princess St., Winnipeg, announces that they have installed an Akron-Williams vulcanizing plant, and will carry an up-to-date service in tire retreading, vulcanizing and all repair work. Dealers at country points can get prompt service in the repair of any make of tire, of any size, and Miller dealers throughout the West will doubtless make good use of this new repair service.

U. S. Government Endorses Standard Wagon Tread

In a recent communication to the U.S. National Implement and Vehicle Association, the Department of Agriculture at Washington endorses the adoption of the standard wagon tread as now standardized by wagon manufacturers in Canada and the United States. In their letter the Department state:

"The Department is of the opinion that the universal adoption of the tread for all farm

wagons will facilitate the maintenance of roads, make it possible for the farmer to travel the same track on muddy dirt roads that other users have already compacted, and lessen the cost of manufacture and overhead charges in the factory. Of course, it goes without saying that the users of farm wagons should be given the benefit by a corresponding reduction in the purchase price, of any savings that may be effected in the cost of manufacture and overhead charges by the adoption of the standard tread. It is essential, also, that manufacturers should maintain all necessary repair parts for wagons which do not conform to the standard tread as long as any demand for such parts exists."

Showed at Demonstration

The Bryne-Kingston Company, Kokomo, Ind., featured its full line of Kingston carburetors at the Aberdeen Tractor Demonstration. The following representatives were on hand: Paul Burke, sales manager; C. O. Wiley, special factory representative; V. E. Johnson, special expert; B. B. Falvey, Chicago branch manager; Moore Kelly, Detroit branch manager; Harry Lynch, advertising manager.

E. B. at Aberdeen

At the Aberdeen Tractor Demonstration, held August 19-21, the Emerson-Brantingham Implement Co. showed six 12-20 Model AA tractors, two 12-20 Model Q tractors, two 20-35 Model D, and a display of plows and tillage implements, threshers and motor cultivators. The following representatives of the company were present: Frank M. White, manager, farm power bureau and manager of demonstration; S. D. Highleyman, assistant division sales manager; S. A. Giffin, manager, Minneapolis branch; S. J. Syuerson, manager, Fargo, N.D., branch; C. A. Cadwell, manager, Sioux Falls, S.D., branch.

Goes to South Africa

H. I. Berve, who has been with the John Deere Plow Co. for a number of years, has been commissioned by the head office at Moline, Ill., to represent the firm in South Africa for six months. He is a brother of N. O. Berve, manager of the John Deere Plow Co., Regina branch. During the absence of Mr. Berve, his family will reside in San Gabriel, California.



MOLINE

System of Power Farming

Use This Sales Talk and Moline Tractor Sales Will Be Easy:



DRILLING GRAIN



HARVESTING CORN



FILLING SILO



CULTIVATING CORN



HARVESTING GRAIN

"You buy a tractor to make money. The more money a tractor or implement will make for you the more you are willing to pay for it.

"Consider then what a tractor will make for you in dollars and cents—how much man power it saves, how many horses it displaces, and the more and better work it will do. That is the way to buy a tractor—the purchase price alone should not influence you.

"When you buy a Moline Universal Tractor you get one of the finest power plants on wheels. You get a completely equipped tractor with self-starter, electric governor, electric lights, belt pulley, power lift gang plow — everything you need.

"You not only buy a quality tractor, but a complete system of power farming. The Moline Universal enables you to do all farm work including cultivating. One man operates both tractor and implement from the seat of the implement.

"Actual figures from over 200 farms in 37 states show that the Moline System of Power Farming saves an average of 1 1-3 men and 5 horses per farm.

"Figure what such a saving will mean to you. Considered from this point of view the Moline-Universal is the lowest priced tractor motor made. Thousands of farmers are proving this every day."

If Moline tractor territory is not closed in your locality—get busy.

CANADIAN DISTRIBUTORS:

Willys-Overland, Ltd., Toronto, Ont.

Manitoba and Saskatchewan Distributors—Stewart Sheaf Loader Co., Ltd.
Branches—Winnipeg and Moose Jaw

General Supplies, Limited, Calgary, Alberta Distributors

MANUFACTURED BY MOLINE PLOW CO., MOLINE, ILLINOIS

Gray-Dort Absorbs Vehicle Plant

Announcement is made that negotiations have been completed at Chatham, Ont., whereby the Gray-Dort Co., Ltd., absorbs the entire plant of the parent body, Gray-Campbell Company. It is stated that the entire equipment of both plants will be concentrated on automobile production. The Gray-Campbell Co., at one time the W. Gray & Sons Co., has been engaged since 1853 in the production of buggies, cutters, fanning mills, scales and kitchen cabinets. The Western branch of the company is located at Moose Jaw, and for many years they have sold their lines through Western dealers.

The Gray-Dort organization is the outcome of a small blacksmith shop that was opened in 1853

by William Gray shortly after he settled in Canada after arriving from Scotland. The following year the name of the blacksmith shop was changed to include the sons Robert and James. Shortly after this William Gray lost his life as a result of injuries sustained in a railroad accident. The business steadily grew and at the age of 20 years Robert Gray assumed control of the business. He has been the head of the concern ever since. In 1898 the Gray company was made into a limited company, and in the year 1911 it absorbed the Manson Campbell Company, manufacturers of fanning mills.

Foreseeing the great future of the automobile industry in Canada, the Gray-Dort Motor Company was organized in the fall of 1915, which company was controlled by the William Gray-Campbell Company.

Stinson Organization Busy

C. H. Stinson, president and managing director of the Stinson Tractor Company, Superior, Wis., during a recent business visit to Winnipeg, gave Canadian Farm Implements interesting information relative to the plans of the company for the coming season.

The Stinson Tractor Company have just completed arrangements for a thorough distribution of the Stinson tractor in the three prairie provinces. This tractor will be handled in Manitoba by the Tractoneers, Limited, St. Boniface; The Saskatchewan Grain Growers' Association for Saskatchewan; and Martin & Phillips, of Medicine Hat, Alberta. Large stocks will be carried in Winnipeg, Regina and Medicine Hat, from which points it will be possible to get a complete line of repairs at all times.

During the present season the Stinson organization will market no less than 150 tractors in Western Canada. Their plans next year call for an output provision to absolutely take care of whatever demand may develop, no matter how large it may be. The factory at Superior can handle several thousand tractors a month, and this can be increased to meet demands if the occasion requires. Mr. Stinson states that his tractor is giving great satisfaction wherever it has been used. It was on view at the Aberdeen, S.D., Tractor Demonstration and elicited much favorable comment.

Fosston Fanning Mills

Especially in a year when crops are light in many areas, and when they are none too clean, it is important that the farmers clean their grain and save the wild oats and other dockage for feed. For this purpose the John Deere Plow Co., distributors of the New Fosston fanning mills, state that with this machine the farmer can save his dockage without wasting any good grain, cleaning his grain for market as well as seed purposes.

The Fosston mills are built in three sizes: 24, 32 and 40 inches, with a capacity, according to size, of from 25 to 70 bushels of wheat per hour. These mills are very strongly built. The design provides that the fan is placed in a certain position in conjunction with the sieves, and by the use of a special gang a positive circulation of air is passed through and between the sieves, being distributed at even pressure over every square inch of surface. The air

blast, it is stated, goes through the sieves in such a manner as to blow the wild oats and other light seeds over, saving the good grain.

Other features of the Fosston mills are: A device for regulating the volume of feed. Adjustable side shake provided for the upper shoe, regulating the length of stroke for the particular type of grain. Adjustable end shake on the lower shoe. All working parts are very accessible and the hand wheel is placed in a very convenient position for the operator. The company report remarkable efficiency in this machine for separating wild oats from wheat, and it is, further, a general purpose farm grain cleaner for all kinds of seeds and grains.

Beeman Makes Change in Name

The Beeman Garden Tractor Co., Minneapolis, announces that it has dropped the word "Garden" from the name and will hereafter be known as the Beeman Tractor Co. Its tractor shall hereafter be known as the Beeman tractor. This change has been under consideration for some considerable length of time and the change is due to changes in conditions.

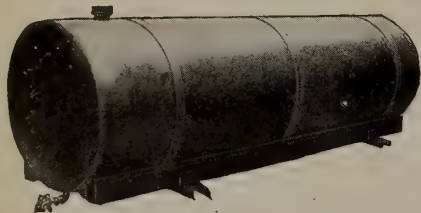
At the time the company was incorporated the purpose was to make a tractor for use in truck gardens only. As the machine got out into the field the owners made it do other work, changes were made and developed in the machine, which to-day is by no means confined to use in truck gardens, but instead will do any one-horse work. It is a 2-4 horsepower tractor. It seems that the word "Garden" conveys the idea that the tractor is limited to use in gardens only. The Beeman Tractor is handled in Winnipeg by the Avery Co. and the Gasoline Engine & Tractor Co.

The Cushman Silo Packer

The Cushman Motor Works, Lincoln, Neb., have developed a new machine for packing ensilage in the silo. The machine, which is of roller design, is operated by a 4 h.p. Cushman engine. It drives the roller over the surface of the ensilage in a circle, the whole machine being guided by an arm which carries a guide wheel against the inner wall of the silo. With the operator and machine the weight of the outfit is approximately 1500 lbs., which packs the ensilage better and more thoroughly than the usual method of tramping.

MAX

Oil Wagon Tank



A Profitable Seller at This Season
Built To Last and Give Satisfactory Service
305 and 435 gals. capacity

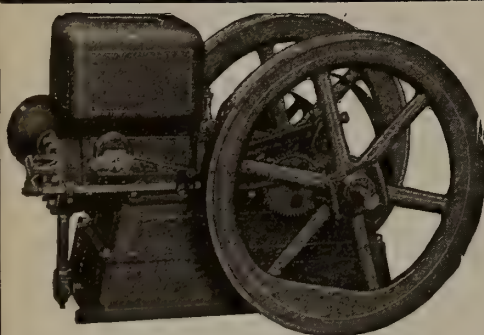
A Complete Tank Ready to Use, at a Low Price

WRITE NOW FOR FULL PARTICULARS, PRICES and DISCOUNTS

Winnipeg Ceiling and Roofing Co., Limited

P.O. Box 3006

Winnipeg, Man.



JUMBO GASOLINE ENGINES

1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. You can't sell a better engine.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Handle the "Jumbo" Line this Winter

Manufactured by Nelson Brothers Company

SAGINAW, MICH., U.S.A.

Western Canadian Jobbers

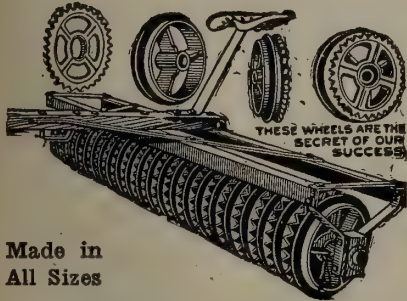
Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY



THE WESTERN PULVERIZER PACKER AND MULCHER

*An Implement Every Farmer Requires to Stop
Evaporation and Conserve the Moisture . . .*



Made in
All Sizes

The Western Pulverizer, Packer and Mulcher is the farmer's best insurance against dry seasons. Pulverizes and packs the soil, putting it in perfect condition for seeding in one operation. Does splendid work on either stubble or sod plowing. Will not clog. These implements provide a granular mulch to the soil that stops evaporation and holds all moisture. Should be used for all fall plowing.

Strongly built; saves labor and makes a perfect seed bed. Made in following sizes:

PLOW PACKER—2 ft. 6 in. two-furrow; 4 ft. three furrow.
SINGLE SECTION—4, 6, 8, 10 and 12 ft. sizes.
THREE SECTION—11, 15 and 21 ft. sizes.

LINCOLN TRACTOR GANG PLOWS

Two or Three Bottoms. Lever Action Raises Third Bottom

Adaptable to any style tractor: Rear lever lifts third (outside) bottom clear whenever desired, making a two-bottom outfit in a moment. Third bottom quickly detached if necessary. Bottoms can be raised to clear ground 6 to 8 inches. Screw crank gives quick adjustment of bottoms to any depth. A cord operates the automatic lift action. Unusual clearance provided. The Lincoln has no gang wheels, and by single unit construction we eliminate the greatest cause of clogging. Hitch adjustment—vertical and horizontal. Safety pin break. Rigid construction permits backing. Ask for folder.

ASK FOR LITERATURE AND AGENCY OFFER

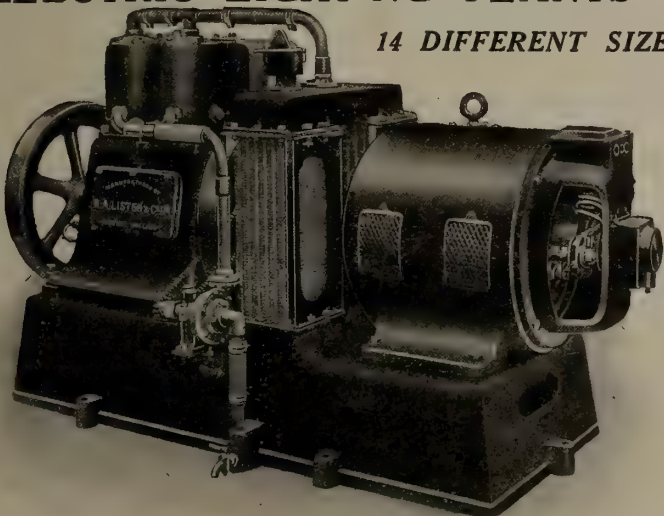
Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

A LINE THAT BRINGS BUSINESS

"LISTER-BRUSTON" AUTOMATIC ELECTRIC LIGHTING PLANTS

14 DIFFERENT SIZES



"Lister-Bruston" Plants are made in 14 sizes, with capacities ranging from 40 to 1,500 lights. There is a size you can sell for every lighting demand—farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four cyl. Lister slow speed engines. High tension magneto ignition; automatic lubrication and electric throttling governor. Radiator cooled. Direct connected to our open, protected dynamo with patent winding and ring lubrication. Automatic controller. Switchboard with all necessary instruments. Simple design; the most efficient plants manufactured. Get full particulars and our money-making offer.

The Lister Line includes: "Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

R. A. LISTER & CO. (Canada) LIMITED

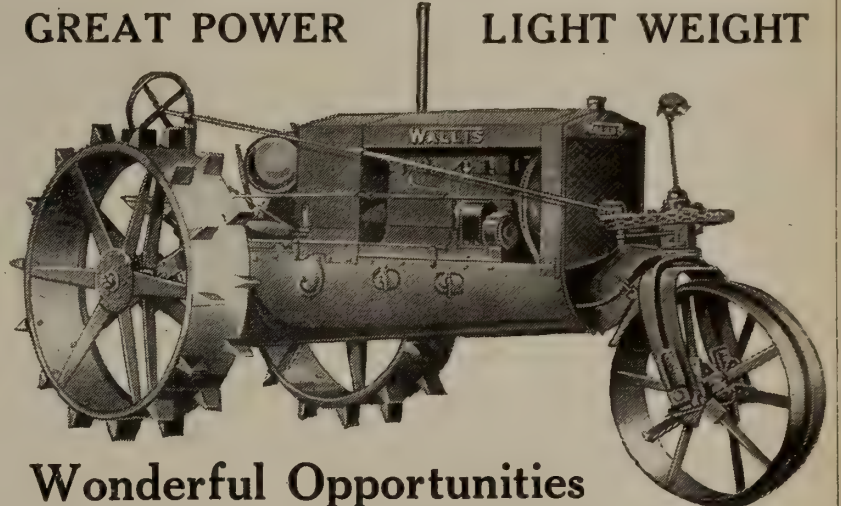
WINNIPEG ST. JOHN, N.B. TORONTO QUEBEC

WALLIS

America's Foremost Tractor

GREAT POWER

LIGHT WEIGHT



Wonderful Opportunities For WALLIS Dealers



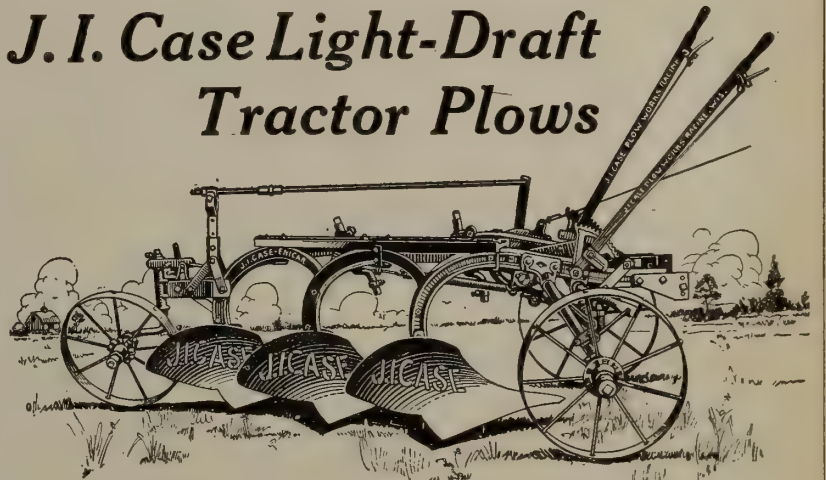
THE Wallis leads the field. That's why the Wallis dealer franchise is rated the most valuable connection in the tractor industry.

The reputation of the Wallis as America's Foremost Tractor is daily growing wider. Its ample power, steady and trouble-free operation, and low upkeep cost prove it to be the ideal farm power.

The Wallis patented rigid "U" frame of armor-steel is a wonderful improvement over ordinary frame design. Enclosed, cut-steel gears, running in a constant bath of oil, were first used by the Wallis. Wallis reserve power and light weight appeal to all farmers.

Handle a tractor guaranteed by 12 years of successful operation — a tractor backed by a powerful sales organization with fifty years' leadership in the farm implement field. We want the best man in every community to distribute the Wallis. Perhaps YOU are the right man in YOUR TOWN. Get in touch with us at once. Our proposition is your biggest tractor opportunity.

J. I. Case Light-Draft Tractor Plows



Give More Acreage—Deeper Plowing

J. I. Case Plows have special mechanical features — features which farmers want and which mean bigger profits for dealers. They are the world's lightest draft plow, because the drag of furrow bottom and landside pressure have been eliminated. Weight of frame is carried on J. I. Case dust-proof, easy lubricating wheels. They turn more acres and plow deeper with less fuel, labor and repair expense. The sturdy, simple power lift gives positive raising and lowering from the tractor seat. Plows enter and leave the ground point first—like a walking plow. Sell J. I. Case Plows in your territory. Your correspondence is invited.

INVESTIGATE THESE LINES—NOW

THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED

Saskatoon

Winnipeg

Calgary

We Manufacture and Distribute:—"Z" Stationary Engines, Light Tractor Separators, Wallis Tractors, J. I. Case Tractor Plows, Farm Light and Power Plants, Grinders, Crushers, Scales, Windmills, Water Supply Systems, Etc.

Farm Tractor Exchange to Open Oct. 15

October 15 is the date decided upon for the opening of the International Farm Tractor and Implement Exchange, which is to be one of the permanent expositions of the Merchants and Manufacturers Exchange in Grand Central Palace, New York City. Since the announcement made some weeks ago that the Merchants' and Manufacturers' Exchange was to take over Grand Central Palace for the purpose of turning it into a mammoth trade clearing house, considerable comment has been made in many lines of industry, especially in the tractor field.

The Farm Tractor Exchange will fill a long-felt want in its own particular field. The development of both foreign and domestic trade, to which the venture looks forward, unquestionably will be remarkable during the next few years, and in this development the Merchants and Manufacturers Exchange in general, and the International Farm Tractor and Implement Exchange in particular, will be big factors.

Through representatives of the Nemours Trading Corporation, inquiries from many parts of the world where tractors and other commodities are desired will be referred to the Merchants and

Manufacturers Exchange, and those pertaining to farm tractors and implements will be referred to the Farm Tractor Exchange and exhibitors of the specified lines of goods so notified.

Buyers going to the Palace who are interested especially in one line of goods in one exchange will also take advantage of the opportunity to visit the other expositions and exchanges in the building at the same time, with the result that they will find other things of interest in addition to what they came especially to see. Inquiries regarding the International Farm Tractor and Implement Exchange should be addressed to Suite 421, 405 Lexington Avenue, New York.

Gilson Tractors in Demand

The Gilson Mfg. Co., of Guelph, Ont., and Winnipeg, report a very satisfactory demand for their Dixie-"Ace" 11-20 h.p. tractors. In these tractors the drawbar pull is from in front of the rear axle, giving good traction with all loads. Patented, clogless, open centre wheels are used behind. Power is supplied by a 4-cyl. motor $3\frac{3}{4} \times 5\frac{1}{4}$ inches. The tractor is rated for two 14-inch plows and has three speeds, $1\frac{1}{2}$, $2\frac{1}{2}$ and 4

m.p.h. It is 9 ft. long by 5 ft. wide and weighs approximately 3,250 pounds. Made also in 15-30 h.p.

The motor in the Dixie-"Ace" has a built-in governor, splash oiling system and a positive circulation oil pump. Ignition is by a Dixie magneto with impulse starter. Special Kingston carburetors are used, also a Bennet air cleaner. The transmission is of the selective sliding gear type, and comfort for the driver is provided by a roomy cab and cushion seat with a back. There are no exposed gears or sprockets in this tractor, and all gears are machine cut and operating in dustproof casings. Timken roller bearings are used in all moving parts.

Why Wood Saws Will Sell

With coal hitting the ceiling as regards price, and the supply away below normal, a large percentage of Western Canada's population will have to depend upon wood as fuel. While wood is not low in price, the resulting demand under present conditions means that dealers handling wood saws should have an excellent demand this fall and winter.

Wood sawing outfits cut the necessary supplies economically for the farmer and in quantities that he will require. They are great labor savers, and the John Watson Mfg. Co., Winnipeg, is putting special emphasis on its line of pole and wood saw frames. The company also supply saw blades in all sizes.

The demand for wood for fuel is bound to assume increasing importance as the winter advances and the fuel shortage becomes more acute.

S. A. Tractors at Canadian National

The Schofield Automotive Tractor was on exhibit at the Canadian National Exhibition, Toronto, where it attracted great attention. In an outside demonstration near the exhibition grounds the S.A.T. was in operation, and many farmers watched it working. Continuous moving pictures of the tractor doing various farm jobs were also shown at the National.

The S.A.T. tractor is operated by any automobile, without the removal of a single nut or bolt from the car. With a 30 h.p. car on the S.A.T. three 14-inch plows can be pulled eight inches deep. The car is set on the tractor frame, drive chains from the rear wheels of the car, which run clear, operating the drivers of the tractor body. A special steering de-

vice on the side of the tractor body allows the operator to guide the tractor as he sits upon the seat of the automobile. The implements are hitched to a drawbar in the usual manner. For the car owner, who cannot afford a tractor, the S.A.T. should provide a most economical means of farm power and an increased use for his car.

Alberta to Have its Own Association

A report comes from Medicine Hat that an exclusive retail merchants' association for Alberta is to be formed, with temporary headquarters in that town. Hitherto the Alberta section has been operated from Saskatoon by the Saskatchewan Provincial Board. Special efforts will be made to assist the Alberta merchants in handling their income tax problems, and also in establishing better accounting methods.

Jones Leaves Tractor Company

W. A. Jones, for several years advertising manager of the La Crosse Tractor Co., La Crosse, Wis., manufacturers of the Happy Farmer tractor, severed his connection with that concern on Sept. first to join the staff of the Western Advertising Agency, Racine, Wis., where he will handle all the farm machinery and equipment accounts. Mr. Jones has had long experience in the advertising business and was for several years connected with the Implement and Tractor Trade Journal, of Kansas City.

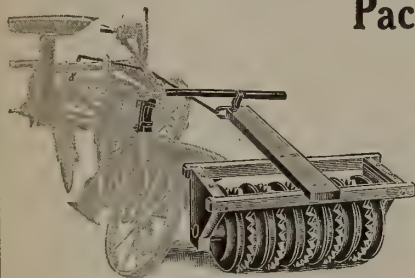
"Selecting Your Tractor"

Such is the title of a new booklet recently issued by the Cleveland Tractor Co. of Canada, Windsor, Ont., for distribution to farmer prospects. In addition to a discussion of the adaptation of the Cletrac to the farmers' needs, space is given to articles on seed bed preparation and use of power farming equipment.

Headers Sold in West

Western Canada has never been a trade field for the header, but in parts of Saskatchewan and Alberta this year crop conditions were such that several headers were purchased to handle the short crop. These were supplied by the International Harvester Co. and sold (retail) at around \$400. These machines, which are common in the Western States, have a 12-ft. cut and can handle 40 acres of crop a day.

Dealers: Handle Christiansen Harrow and Packer Plow Attachments



The machines that revolutionized cultivation. This year has shown the supreme necessity of conserving all available moisture by immediate cultivation. We supply the only successful harrows and packers for gang plows. Built in sections. Can be used for horse or tractor haulage. Note our patented hitch—giving no side draft.

Get Full Particulars and Agency Offer

Above we show our combined pulverizer, packer and mulcher. Has light draft. Runs on dust-proof, always lubricated axles. Works clean on any soil. No implement made equals it for holding moisture, preventing soil blowing and finishing all Fall cultivation. Ask us for illustrated catalog and prices.

We Manufacture:

Harrow and Packer Plow Attachments, Drag Harrows, Packers for Horse or Tractor Use, 11, 15 and 21 feet wide. Our packers have flexible design and follow uneven ground perfectly.



Christiansen Implements Limited

Corner William and Arlington

WINNIPEG, MAN.



*The
Connecting
Link of
American
Industries*

Opening Soon

The International Farm Tractor and Implement Exchange

THIS huge permanent exposition of manufacturers and selling agencies for farm tractors, trailers, plows, harvesting machinery, agricultural water works, silos, etc., will open October 15th. It will occupy an entire floor—50,000 square feet—in Grand Central Palace, New York City, the largest exposition building in the world. It is to be one of the eight huge industrial expositions operated here by the Merchants and Manufacturers Exchange of New York.

Thousands of dealers, purchasing agents and foreign buyers will visit this great Metropolitan merchandising exchange—the very heart of world commerce.

Right here is the big connecting link for you. Put your product before the world's buyers at minimum cost. The Nemours Trading Corporation which owns and controls the Merchants and Manufacturers Exchange of New York, has representatives in every city of commercial value on the globe. It offers exhibitors a service—both domestic and foreign—which is invaluable.

Dealers in the United States and Canada and foreign buyers may consider this Exchange as their New York office. Don't forget the time and place—opens October 15th 1919—at Grand Central Palace.

*Make Grand Central Palace Your Salesroom for
World Trade. For further information address*

International Farm Tractor and Implement Exchange
Grand Central Palace

Lexington Ave., 46th to 47th Sts., New York

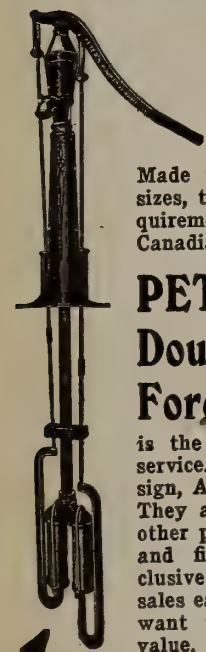
A New Canadian Tractor

The Chase farm tractor, a new machine, attracted considerable attention at the Canadian National Exhibition at Toronto. It is manufactured by the Chase Tractors' Corporation, Toronto, a concern capitalized at two million dollars. This company has a plant covering nearly two acres, and they expect to be on a production basis within the next two months. They showed the Chase at the Toronto Exhibition.

Chase tractors are rated at 9-18 h.p. and are stated to pull two 14-inch plows under all conditions and three bottoms in stubble. Some features of this tractor are as follows:

The power plant is a Chase Buda, long stroke, four cylinder, water-cooled motor, which in conjunction with an automatic float

PETERS PUMPS



**Give More Water
in Less Time with
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

**Dealers:
Get Peters' Pump
Proposition
for 1919**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING
OUR LATEST CATALOG.**

Manufactured by

Peters Pump Company, Milwaukee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write nearest Branch House for Particulars.



BRANCH MANAGERS OF BEATTY BROS. ORGANIZATION

feed carburetor, uses gasoline, distillate or kerosene under all conditions up to its full rated brake horse-power.

The radiator is of the enclosed type with fan shroud and powerful cooling fan, high carbon steel bull pinion gears, heat treated so tough they can't be machined—so hard they can't be drilled; high-tension magneto, having set spark equipped with impulse coupling for starting, but no batteries; automatic splash system of lubrication, with force feed pump, giving positive lubrication for motor;

Chase transmission, two speeds forward, one reverse; sliding gear in oil-tight, dust-proof case; gears operating in oil; Hyatt bearings throughout; Bierman type motor clutch; internal expanding shoe located in engine fly wheel; external contracting band clutches for driving wheels; operated by convenient foot pedals, giving individual control of each driving wheel.

This tractor uses gasoline, distillate or kerosene. It has two driving wheels and one steering wheel, and weighs 4700 pounds. The length is 11½ ft., width 5 ft. 8 ins., height 57 ins.

About time for the dealer to consider sleigh trade.

"Eclipse" Windmills

**ARE THE STRONGEST AND MOST
DURABLE PUMPING POWER YOU
CAN SELL**



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited
Saskatoon WINNIPEG Calgary

PUMPS

AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607

19-6th Street, Brandon, Man.

Beatty Bros. Branch Managers Held Annual Meeting

All the Branch managers of Beatty Bros., Limited, manufacturers of barn equipment, churns, washers, etc., gathered together at the head office in Fergus, Ont., during August. Sales plans for next business year, which starts on September 1st, were discussed, and plans were made to extend and improve the firm's service during the coming year.

Beatty Bros., Limited, now have branch offices from the Atlantic to the Pacific, running from St. John, N.B., to Vancouver, B.C. The photograph taken outside the main office shows all the branch managers except W. H. Sterne, of Edmonton, who had to leave for the West before the photograph was taken.

After the convention at the head office was finished all the branch managers paid a visit to the factories in London, Ont., to inspect the new extensions and improvements there.

The gentlemen in the photo are as follows (reading from left to right): Top row — A. S. Walbridge, Montreal Branch; J. M. Thompson, Winnipeg Branch; D. R. Potter, advertising manager; N. J. Cabeldu, St. John Branch. Bottom Row—A. K. Freeborn, Vancouver Branch; T. A. Farnell, Ontario Branch; L. P. Winslow, Ontario Branch; M. J. Beatty, general sales manager.

Good Cultivation Essential

This year is yet another proof that the farmer must summerfallow to insure a steady income from his land. He should crop half the land and summerfallow the other half. Cultivation is essential to keep down all weed growth and to maintain a soil mulch.

For this class of work the John Deere Plow Co. lay great emphasis upon their Deere stiff tooth cultivator. With this tool the wide shovels provide an ample overlap. The ground is completely pulverized—no weeds, says the company, can live through this operation. The shovels on the Deere cultivator can be adjusted to work land to any depth up to eight inches. The lifting levers raise both front and rear shovels evenly and each shank has a spring trip that permits the shovels to pass over all obstructions. The Deere stiff tooth cultivator is very strongly built and braced so that it gives long service to the farmer. As a weed-killing implement it should be in big demand.

Truck and Tractor Production in Germany During The War

When the war ended practically no passenger cars were left for private use in Germany, and a considerable time will elapse before the automobile industry in that country will be re-established so that it will be able to compete even in a small way with foreign producers, such as France and the United Kingdom. Factories are in bad condition, the machinery has been used for other purposes, and has depreciated in value by being operated by unskilled workmen. During the war the 43 automobile factories in Germany concentrated on truck production, and during 1917-18 between 10,000 and 12,000 trucks—3-ton trucks of a standard type—were produced. It is estimated that in all about 40,000 trucks were manufactured during the war. At the armistice only about 9,000 trucks were brought back by the beaten armies of Hunland, and these were in so bad condition that they are almost unfit for further use.

During the war tractors were not made in Germany to any great extent. The Hansa Lloyd factory in Bremen manufactured tractors on a small scale, producing about 12 tractors per month. Though German manufacturers were engaged in developing a standard type of tractor they did not progress beyond the experimental stage.

It is hardly possible to give an exact idea of the prices the German manufacturer will be obliged to charge for passenger cars after normal output starts. It is estimated that an increase of from 50 to 75 per cent is the least that can be expected. Prices of trucks advanced during the war about 75 to 100 per cent. Before the war the 3-ton truck, 45 to 55 horsepower (N. A. C. C. rating), sold at from 14,000 to 15,000 marks, without tires. The German army at the beginning of 1918 paid 28,000 marks for a 3-ton truck, including steel tires.

Rubber-Tire Substitutes Were a Failure

From the commencement of the war all rubber tires, of whatever description, were confiscated by the German military authorities, and it was not long before the available supply was completely exhausted. In fact, the lack of tires in Germany became so serious that the German general staff was forced to limit the use of passenger cars needed for military purposes at the front.

A large number of mechanical inventions calculated to replace

the no longer obtainable pneumatic and solid rubber tire, especially those for use on trucks, were placed upon the market and tried out. However, no matter how good was the substitute produced, it never approached the point where it could be compared in any way with the much-needed rubber tire, and in the end was cast aside as worthless.

After the failure of the many invented substitutes to relieve the situation, all trucks were put on steel tires. This necessitated the reinforcement of the bearing parts of the trucks, at a considerable increase in the cost of construction. Even then the life of the truck was shortened, and it was not very long before the car was practically jolted to

pieces or in a very dilapidated condition, making continual repairing necessary.

Company Changes Name

The Gile Tractor & Engine Co., Ludington, Mich., has changed its name to the Stearns Tractor & Engine Co. J. S. Stearns is president.

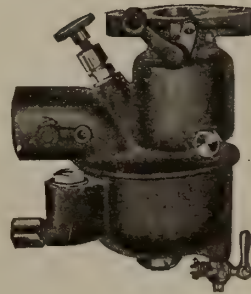
KINGSTON CARBURETORS

ONE FACT TO BEAR IN MIND

THE Kingston Carburetor combines efficient performance with established reputation. Not only is the Kingston the best, it is the *acknowledged* best. Farmers everywhere, from conclusive experience, prefer tractors that are Kingston equipped.

Thus the dealer who handles tractors provided with Kingston carburetors knows that he is offering his trade the best that the market affords. He knows further that the Kingston equipped tractor is the trouble-proof tractor so far as carburetion is concerned.

Kingston Carburetors dominate the tractor industry. They have met the approval of 122 progressive manufacturers.



WRITE FOR THE KINGSTON STORY

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

W. A. H., Sask.—For repairs for the "One-Minute" washing machine address the factory: One Minute Manufacturing Company, Newton, Iowa.

W. Bros., Sask.—Parts 664, 665 and 666 for a Parsons Feeder can be obtained from the International Harvester Co., of Canada, Saskatoon, or from the Maytag Company, Winnipeg. Stickney engines are no longer being manufactured, but the company have reorganized and will open a factory at Peterboro, Ont. The Ontario Wind Engine and Pump Co., Regina, should have parts on hand for the old type engines.

A. & R., Sask.—Studebaker wagons are not being handled in Western Canada at the present time. For parts, write the factory direct. Address, The Studebaker Corporation of America, South Bend, Ind.

G. W. M., Sask.—The Judson Co., Ltd., are still in business in Winnipeg and have repairs for their engines. The new address of the company is 291 Owena Street.

S. K., Minnesota.—Frost and Wood No. 21 plows are not handled in Western Canada. For repair parts, address the Frost and Wood Company, Smith's Falls, Ont.

R. R. F., Sask.—You can procure repairs for the Empire Cream Separator

from the Western Canadian distributors, Robinson-Alamo, Ltd., 140 Princess St., Winnipeg, who carry a complete repair stock for this line.

G. H., Alta.—The disc harrow with spool D 133 and standard D131 is made by the Ohio Cultivator Co., Bellevue, Ohio. Write them direct for parts.

R. H., Man.—Furrow axle for sulky plow, No. 0189, is for a Bradley plow. These are now made by Sears, Roebuck & Co., Chicago, the only repair source for this line.

F. E. K., Sask.—Part 22H, is a lever for a Hapgood plow, made by the Hapgood Plow Co., Alton, Ill.

J. M. A., Man.—The Delco electric light plant is manufactured by the Dayton Engineering Laboratories Co., Dayton, Ohio.

L. V., Sask.—A new gear for the No. 2 Hayes pump jack can be procured from the manufacturers, the Hayes Pump & Planter Co., Galva, Illinois.

R. McN., Sask.—Parts 598 and 599 are collar and cap for a Century plow made by the J. Thompson & Sons Co. For repairs write Thompson Plow & Engine Works, Beloit, Wis.

E. S., Man.—Repairs for Thompson plows can be secured from the Thompson Plow & Engine Works, Beloit, Wis.

C. Bros., Alta.—The Oxford gang plow is one of the P. & O. line. You can get repairs through the nearest branch house of the International Harvester Co.

M. MacV., Man.—Syracuse plows are made by the Syracuse Chilled Plow Co., Syracuse, N. Y. You can obtain repairs from Deere & Webber, Minneapolis. The Sylvester engine is made by the Sylvester Mfg. Co., Lindsay, Ont. Repairs must be sent for direct to factory.

A. C., Man.—Repairs for the Planet Junior tools, or new machines can be secured from the Steele Briggs Co., Winnipeg.

V. M., Alta.—Sleeve marked 8237 is for a cultivator formerly made by the Kingman Company. You may possibly get this part from the M. & K. Brokerage Co., Kansas City, Mo.

T. & S., Alta.—The R. A. Lister Company, Winnipeg, can give you full information on sheep shearing machines, for both hand and power drive. They handle this line.

B. McA., Sask.—Clamp for lever harrow, No. H3, is for a harrow made by the Emerson-Brantingham Implement Co., Rockford, Ill. The Regina branch of the company can supply you with new part.

S. J. Man.—Parts 3624 and 5811 are oil cap and boxing for a sulky plow made by the P. & O. Company. Repairs can be obtained through the Winnipeg branch of the International Harvester Company, of Canada. Parts H346 and 349 are for a Rock Island disc. Repairs can be had through the Waterloo Manufacturing Company, Portage la Prairie.

Tractor Trials in Great Britain

Arrangements are being made by the British Society of Motor Manufacturers and Traders, in co-operation with representative agricultural and engineering bodies, to hold the first important post-war tractor trial meeting in the United Kingdom during September.

The trials, which are to be held in Lincolnshire, will be a test of the capacity of the English tractor manufacturer. British motor manufacturers believe they can now produce in quantity, in standard, and at a moderate price, tractors better suited to the requirements of British and Continental markets than any hitherto

to imported. Tractor plowing cost the British Food Department \$3,750,000, but in two years, it is claimed, a mass of knowledge has been acquired which under ordinary circumstances would have taken 20 years.

The La Crosse 6-12 Tractor

The La Crosse Tractor Co., manufacturers of Happy Farmer tractors, at the recent demonstrations showed their new 6-12 h.p. Model M machine. This is a four-wheel, line drive tractor, with which the operator sits on the implements, steering the tractor by rein-drive. It hauls a 16-inch sulky plow and has 30 inches clearance so that it is well suited to all cultivation work.

Line control has been worked out to a degree of simplicity that offsets the arguments against this type of tractor guiding. The operator sits on his implement or trailer, or whatever is to be hauled, and starts, stops and backs up the machine with one pair of lines.

The Model M operates on kerosene—except that a small amount of gasoline is used as a primer for starting. It has a guaranteed draw-bar pull of 1,000 pounds.

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Covering the Tractor Truck, Implement and Farm Equipment Industries

CANADIAN FARM IMPLEMENTS

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Western Canada's Only Implement and Tractor Trade Journal

Manufacturers and Distributors

We are the most valuable advertising medium serving the implement, tractor and farm equipment dealers in the largest agricultural territory in the North American Continent—a field with an enormous potential demand for your lines. Our record is one of steady advancement. Our advertisers recognize the position, prestige and leadership we hold in Western Canadian territory. We are justly proud of the class of advertisers represented in our pages. As a profitable medium we offer you an unequalled opportunity. Our aim is to serve you, to help increase your demand. We invite your enquiry. Add our name to your list of advertising mediums.

Rates and Information upon Request

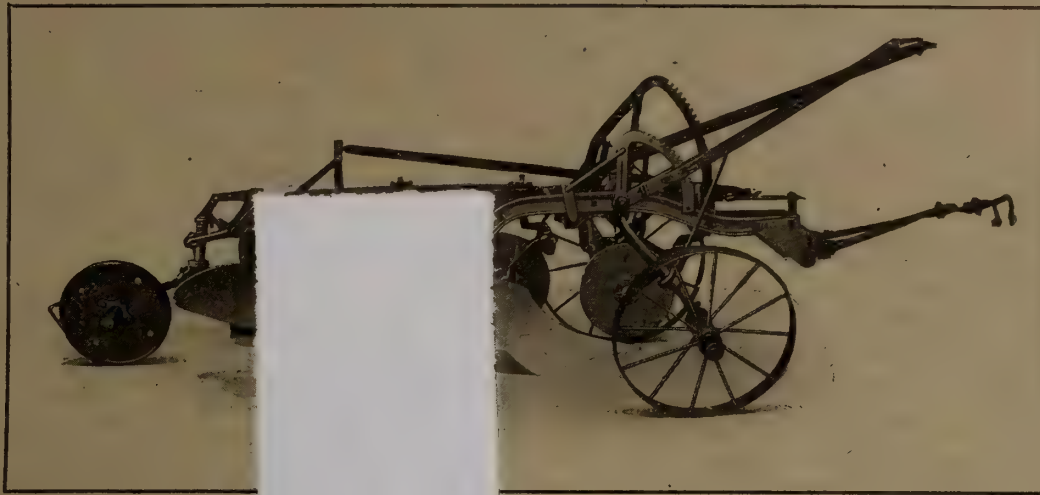
Implement Dealers

In your business it is vitally essential that you keep in contact with every side of the tractor-implement trade—industrial, Commercial and technical. Our Information Bureau offers you invaluable Free Service in locating repairs and special lines. Use this section; it is for your assistance. Editorially we give news of the trade when it is news. Did you get a copy of our Tractor Directory? If not, write.

The renewal of many subscriptions falls due during October. Is your subscription prepaid? We do not want you to miss an issue of the only journal published solely in the interests of the dealers in the Canadian West. The subscription price is only One Dollar.

Don't Let Your Subscription Expire

Canadian Farm Implements, 812 Confederation Life Building, Winnipeg, Man.



HANDLE THE HAMILTON TRACTOR PLOW

A BETTER IMPLEMENT DOES NOT EXIST

THE HAMILTON TRACTOR PLOW scours under adverse conditions. It turns a smooth furrow and provides a compact seed bed, putting all trash in the bottom of the furrow. A wide range of close adjustments enables the operator to turn a furrow of the exact depth required. When opening the field, the front bottom can be adjusted to turn a furrow of any depth.

The quick-detachable-share arrangement is one of the special features of the Hamilton. It is shown and described below. Any man who knows plows will appreciate this feature to the full.

This is a power-lift plow—the tractor furnishes the power to lift the plow. A slight pull on the rope by the operator from his seat raises and lowers the bottoms—a very simple and easy operation. The lift is high with good clearance. Levers which are long and convenient are in easy reach of the operator and govern plowing depth.

The HAMILTON TRACTOR PLOW is substantially built throughout. The beams are exceptionally heavy, of high-grade carbon steel, rigidly fastened together by heavy braces. Two- or three-bottom sizes. The hitch has good range of adjustment up and down and sideways. Careful protection is made against dust getting in to wear the bearings. Wooden break pin minimizes danger of damage to plow.

Implements as well made as these are the sort that sell well. Purchasers of HAMILTON TRACTOR PLOWS have for years known plowing satisfaction and will influence good plow purchase in the years to come. No better implement exists than the Hamilton. Write the nearest address below for complete information.



BEFORE AND AFTER. The shares can be removed without the aid of a wrench. Unscrew the hand nut on the draw rod and kick the share off the plow. No time wasted—takes but a few minutes. Note the strong heavy frog and the chilled heel on landside.



INTERNATIONAL HARVESTER COMPANY

OF CANADA LTD.

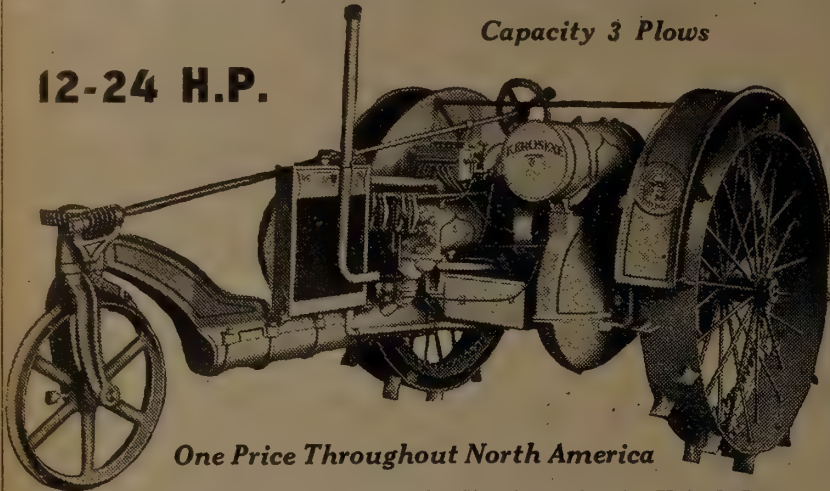
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Happy Farmer Tractors

EASIER SALES—SATISFACTION—BIGGER PROFITS

Capacity 3 Plows

12-24 H.P.



One Price Throughout North America

Sold at exactly the same price in Canada as in the United States, F.O.B. Factory. The farmer in Alberta pays the same as the farmer in Arkansas.

Happy Farmer Tractors hold the lowest fuel consumption record. Burn kerosene perfectly. Simpler, more accessible; less service required—more profit for the dealer. Absolutely dependable for all field and belt work. More power than guaranteed.

Positively self-guiding in furrow. Easily handled. Mechanical oiling throughout. No splash and no kerosene on motor bearings. For steady, efficient service the biggest tractor value you can sell. Ask for literature.

Some Good Territory Open

Get Our Proposition—But Act Quickly

Gasoline Engine & Tractor COMPANY, LTD.

104 Princess Street Winnipeg, Man.

BULL DOG FANNING MILLS

Mean Clean Grain and Bigger Profits

FOR THE FARMERS USING THEM

This year your customers should clean every bushel of grain for market. The demand for Bull Dog Mills is there. Meet it



The New Improved 40-inch BULL DOG, with Wagon Box Elevator

The 40 inch New Improved Bull Dog is a big seller. Like all others of our family it has new features found on no other mill on the market. These are the Force Feed Roller, giving a perfectly even flow of grain over sieves, and the New Weed Screen Sieve, which makes dustless operation and gives cleaning results that have never been equalled. Dealers: We can supply you from stock on the shortest notice.

Specialists in Grain Cleaning and Grading Machinery

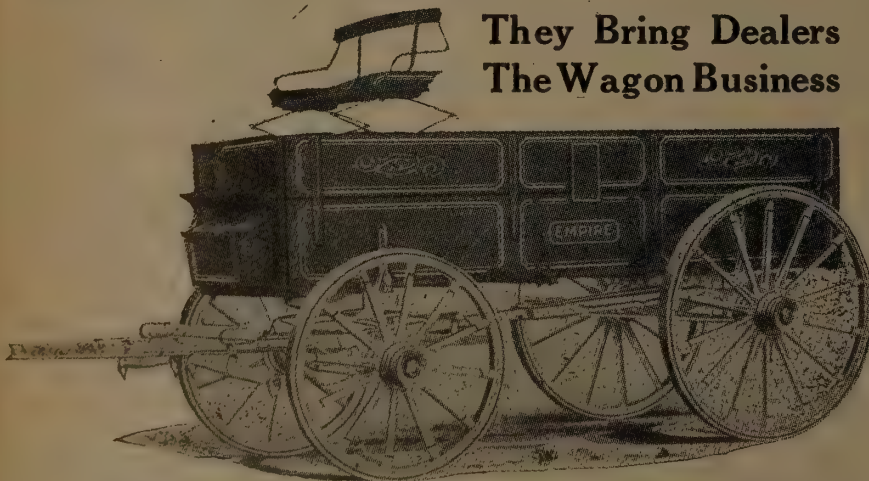
THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET :: WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

BE READY WITH "T-A" WAGONS AND TRUCKS

"EMPIRE" Western Farm Wagons Meet the Demand for Quality



They Bring Dealers
The Wagon Business

Made in eight sizes. Double boxes are absolutely grain-tight. Axles, select hickory. Truss rods extend from end to end of axles. Gears (front and rear) double clipped and heavily ironed. Dust-proof skeins made from semi-steel castings. Wheels have birch hubs, oak rims and spokes. Rims are rivetted. Steel clad reach and tongue. Lazy-back seats. Attractively painted and finished. Skeins: $3\frac{1}{4} \times 10$ and $3\frac{1}{2} \times 11$. Tires: $2\frac{1}{2} \times \frac{1}{2}$ and $3 \times \frac{1}{2}$. Wheels: 44-52 inches. Bolster: 38 inches. Box depth: 28 inches. Capacities: 4,000 to 6,000 lbs.

ASK FOR PRICES AND LATEST CATALOGUE

Get a "HANDY" Farm Truck on Your Floor Now. Watch Them Sell



Our No. 88 "Handy" Truck

A line that sells in any territory. Skein: $3\frac{1}{4} \times 10$ inches. Tires: $4 \times \frac{3}{8}$ inches. Wheels: 28-34 inches. Bolster: 30 or 40 inches. Capacity: 3,000 lbs.

The short-turn, cut-under design practically gives a right angle turn. Bolsters have removable, malleable stakes, taking 38 or 40-inch wagon boxes as required. Bolsters and sand boards heavily plated. No front hounds. Reach rests between axle and short sand board. Pole is attached by heavy eyebolt, or shafts can be had as ordered. Ask for prices and full particulars of this seasonable line.

We handle: Tractors, Engines, Disc and Moldboard Plows, Feed Grinders, Manure Spreaders, etc. Write for Agency Proposition.

IDENTIFY YOURSELF WITH T-A GOODS

TUDHOPE-ANDERSON CO., LIMITED

WINNIPEG

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CANADIAN FARM IMPLEMENTS

VOL. XV., No. 10

WINNIPEG, CANADA, OCTOBER, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)

UNION BANK OF CANADA

Established 1865

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Paid-up Capital \$ 5,000,000
Reserve Fund 3,600,000
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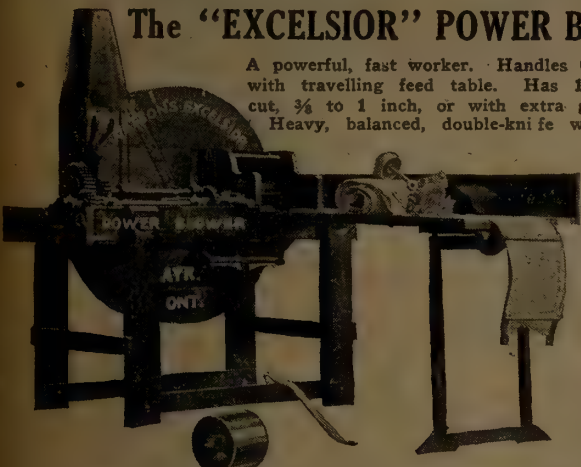
CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
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720 UNION BANK BUILDING, WINNIPEG

Watson's Power Blower and "Excelsior Junior" Feed Cutters

The "EXCELSIOR" POWER BLOWER CUTTER

A powerful, fast worker. Handles 6 tons per hour. Equipped with travelling feed table. Has 13-inch throat. Length of cut, $\frac{3}{4}$ to 1 inch, or with extra gears, $1\frac{1}{4}$ to $3\frac{1}{2}$ inches. Heavy, balanced, double-knife wheel. Large feed box and well fitted feed rollers. One lever starts, stops and reverses. Knives and gearing fully enclosed. Special English steel knives. Get full particulars of these fast selling machines.



THE "EXCELSIOR JUNIOR," HAND OR POWER

This cutter is a handy machine for any size of farm. Has 9 inch throat and two handles. A 12 x 4-inch pulley supplied as extra. One lever starts, stops and reverses. Cuts $\frac{3}{4}$ to $1\frac{1}{4}$ -inch by changing sprockets. Capacity $\frac{1}{2}$ to $\frac{3}{4}$ ton per hour. Swinging feed box. Finest English steel knives. This machine is in great demand.



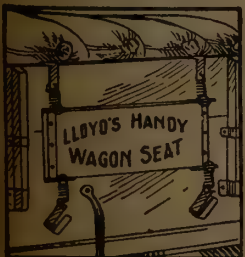
We have Feed Cutters
in Seven Styles

John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

WHEN THE GRAIN IS UNLOADED

And the long way home lies ahead. It's then that one of our spring seats appeals to your customers. A light, springy seat that will carry 600 lbs. with ease. Low set; gives full protection from the wind and complete control of team. Fit any wagon or sleigh box made. Order your wagons less seats and stock the LLOYDS.



The Wagon Loaded

EVERY FARMER IS A
PROSPECT FOR

LLOYDS
LOW-DOWN
SPIRAL SPRING
WAGON SEATS



Going Home

MANUFACTURED AND GUARANTEED BY THE

WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.



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Mean Consumer Satisfaction

The satisfaction of the customer is a vital factor in the Miller Agency. Miller Tires afford motorists such a high mileage return, so long service, for their money, that repeat orders result. Your profit does not end with the sale of a set—it is duplicated by replacement business. The Miller Agency will build permanent, profitable sales for you.

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Miller Accessories and Tire Repair materials are in demand everywhere. Ask for our accessory lists comprising: Repair Gums and Fabrics, Cementless Tube Patches, Blowout Patches, Blowout Boots, Reliners, Cements, Air Bags, Repair Outfits, Retread Bands, etc. Our prices will interest you. For particulars address

MILLER TIRE COMPANY, LTD.
154 PRINCESS STREET WINNIPEG

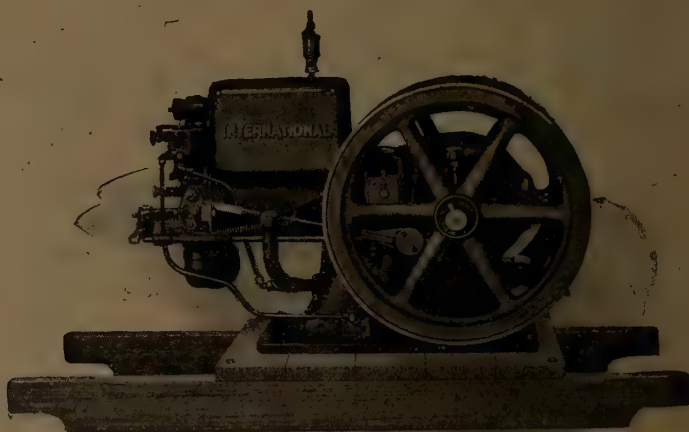
BELOW are two machines which have made themselves known and popular wherever there is grain and a need for power. They are as practical utilities as any on any farm, and they are constantly adding to the profit-totals of farmer and agent.

They co-operate with each other on the farm and therefore dovetail into each other as a selling unit full of possibilities for any agent. INTERNATIONAL ENGINES will help you sell VESSOT FEED GRINDERS and grinders will help you sell engines. Take this successful team under your management and we will help you place on your territory grinders and engines safeguarded by the names Vessot and International. Ask the International Blockman about this in due season.



VESSOT FEED GRINDERS

THERE is one part of a feed grinder that is more important than all others and that is the grinding plates. A pair of VESSOT plates will grind 1000 to 2000 bushels according to quality of grain and the fineness to which it is ground. Look for the letters "S.V." stamped on every VESSOT plate. It is a guarantee of quality. VESSOT GRINDERS are made in 9 different sizes, filling the requirements of any customer.

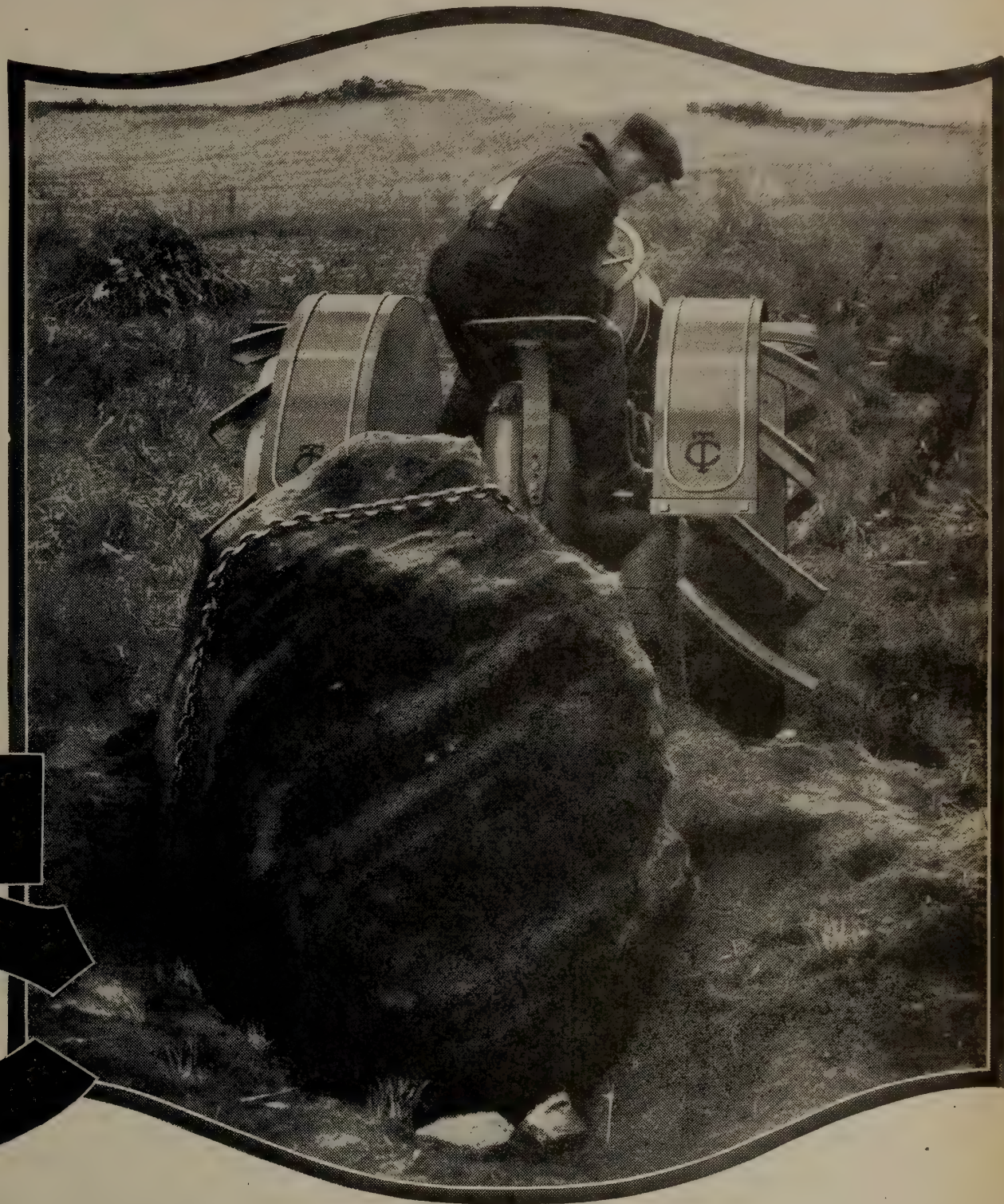


INTERNATIONAL KEROSENE ENGINES

THE Farm demand for small engines is growing rapidly. Engine power appeals to every farmer. We offer the agent reliable INTERNATIONAL kerosene engines to sell at prices any man can afford. Sizes are 1½, 3 and 6 h.p. The INTERNATIONAL is a high-grade engine, has magneto ignition for both starting and running, uses cheap fuel, is simple in design—good, dependable farm power that any farmer or his wife can quickly learn to handle and that furnishes steady power economically.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

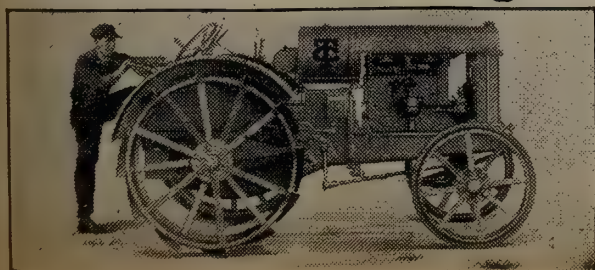
WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.,
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.



TWIN CITY

12-20

**Kerosene
Tractor**
with 16-valve engine



Power Like This Sells Tractors

This 3500-pound boulder, almost completely buried, was surface-cleared to give a chain hold—and the Twin City 12-20 pulled it out like a loose tooth.

Built to meet the work, not to meet a price. When you can show your customers that this tractor has been subjected to every scientific test in our great factory, and then to every strain of farm and field work; that it shows greater power for its weight than any other 12-20 made; that it will stand every strain put upon it; either hauling a three-bottom plow or any form of belt work; that it is simple, accessible and low in maintainance cost—price becomes a secondary matter.

The Best Value for the Farmer Is the Best Selling Proposition for the Dealer

Note these remarkable features—they all mean business for you:

- The 16-valve engine, valve-in-head type.
- This is the only application of this powerful type of engine to tractor work.
- The counterbalanced crankshaft is another unusual advantage.
- The ignition is Bosch High Tension Magneto.
- The transmission, sliding spur-gear type, has two forward speeds, direct drive on both.

We want every dealer to see the production and and delivery facilities of our great factory and to go over our dealer proposition in person if possible.

**VISIT OUR FACTORY OR NEAREST
BRANCH OR DISTRIBUTOR**

Write or wire us for particulars.

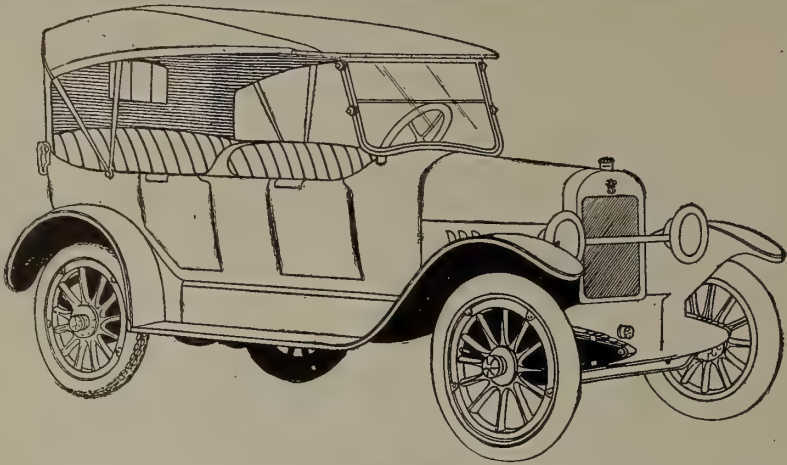
Minneapolis Steel and Machinery Company of Canada, Ltd.

Manufacturers of the Famous Twin City 16-30, 25-45, 40-65 and 60-90 Tractors

Head Office:—923 Logan Ave. W., Winnipeg, Manitoba. Branches:—Regina, Sask.; Calgary, Alta.

Factories:—Minneapolis, U.S.A.

Export Office:—154 Nassau St., New York City



Briscoe
The Car with the Half-Million Dollar Motor

BRISCOE PRICES

Special Touring, - \$1,350

Standard Touring, - 1,225

Roadster, - - - 1,225

What it means to Sell the BRISCOE



YOU'LL be charmed with the Briscoe on your first Briscoe ride—you'll find in its power, its ease of control, and its instant "pick up" just what is needed to make satisfied car owners. And if you are not now representing a car in the light-weight, medium price class, you will instantly see the great possibilities of profit and satisfaction that await the man who sells the Briscoe.

Think what sales you can make with a car like this to talk about. A car that has ALL the desirable features—smartness, roominess, power and economies of operation.

After thoroughly investigating the Briscoe, you'll admit that if you were a buyer with \$1,225 to invest, you would feel sure of the "most for your money" in a Briscoe. That's why your choice will rest on the Briscoe as the car for you to sell.

THE CANADIAN BRISCOE MOTOR COMPANY LTD.

Factory: BROCKVILLE

Western Office: 156 PRINCESS STREET, WINNIPEG

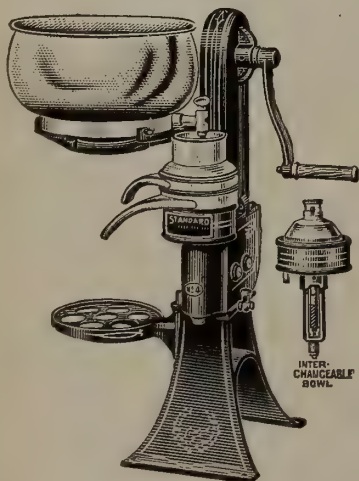
Head Office: TORONTO

F. N. McDONALD, Western Manager

RENFREW CREAM SEPARATOR

Gets More Cream and Better Butter with Less Work

The patented curved wings in the bowl distribute the milk in a thin sheet to the discs so that each disc gets an equal amount to skim. The wings themselves do more than half the skimming, leaving the discs free to do the balance to perfection.



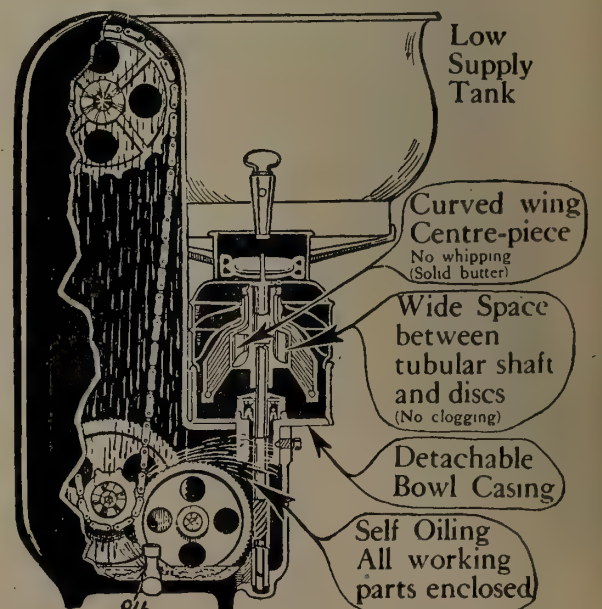
The great skimming record of the

Renfrew

is backed up by Government Dairy School tests.

**It is the only Separator with
INTERCHANGEABLE CAPACITY**

This is appreciated by every progressive farmer who sooner or later is bound to increase his herd.



ORDER NOW FOR THE FALL TRADE

COCKSHUTT PLOW COMPANY, LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 10

WINNIPEG, CANADA, OCTOBER, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10c

Tractor Farming in the Battlefields of France

Specially Written for Canadian Farm Implements by W.D.M., "Farmer-Soldier"

In all records of the war, little has been said in regard to the farming operations of the British army in France. It is a story of interest to the readers of Canadian Farm Implements, especially from the standpoint of that modern farming unit—the tractor. We faced a world shortage of food; there was an imperative need for reducing to an absolute minimum the tonnage required for shipping food stuffs to France. Consequently the Quartermaster-General's Department of the British army formed a body known as the Directorate of Agricultural Production so as to develop farming in the zone occupied by the British in France. In this work tractors were of the greatest value.

Training Tractor Operators

The most difficult problem that had to be faced at the outset of the scheme was the provision of both skilled and unskilled labor. The implements of husbandry, of an up-to-date type, required for embarking upon large-scale farming were obtained from England and Paris, and a fleet numbering about 200 tractors was assembled. When at length the Directorate converted the military mind to the necessity for placing six agricultural labor companies at its disposal, the personnel qualified to act as tractor drivers were still wanting. With commendable promptitude this difficulty was met by the institution at Roye of a school of instruction in tractor driving. One officer and ten skilled men acted as instructors. Little short of a miracle was performed by passing through the school sufficiently trained to be entrusted with the handling of valuable

new tractors, no fewer than 282 men in a period of six weeks. It required day and night work.

At first the Directorate centered its efforts at Roye, in a stretch of old battlefield terrain. This lay on the left bank of the Somme—being soil that varied from a rich, friable loam to a stiff clay. It had to be cleared of the flotsam and jetsam of battle—shell holes yawned, trenches radiated in all directions, with around them tangles of barbed wire. The trenches and shell holes had to be filled in. For a commencement, we concentrated upon potatoes and oats—for of the latter the B. E. F. alone required 2,000 tons a day for horse feed. The army needed the potatoes.

Exodus of Tractors

Of the 45,000 acres in that district we had 4,742 acres actually plowed when, on March 21, 1918, the Germans broke through north of St. Quentin. All the men not required for defence were turned to saving the fleet of tractors and mass of farm machinery we had collected around Roye. We had to get away without hampering the retreat, and all tractors set off under their own power pulling trains of implements, while horse drawn tools were towed behind transport vehicles.

Plucky work was done by the tractor men. Many were wounded but carried on, and often we had to unhitch the implements and set the tractors to work pulling heavy 9-inch guns into action position. Two "Mogul" tractors were in the rear of the retreat and were shelled by the Huns, who took them for tanks. At Hargicourt we had to leave some of the implements—to get them again, five months later when we retook the territory. In April we re-assembled at Rouen, re-organized and overhauled our machinery ready for another effort at reclaiming the war ravaged lands of France. More tractors had been received.

The Corbie Area

Commencing at Corbie, we worked on 20,000 acres, putting in potatoes, wheat and oats. The area was divided into blocks of 2,000 acres, each in charge of an officer who was an expert farmer. Agricultural laborers—men of medical category, unfit for the fighting line—tractor drivers and mechanics, were distributed over these blocks. The implements which had been used on the Roye-Nesle farms—and which, as already described, had such a

marvellous escape from destruction by the enemy—were supplemented by implements salvaged from the ruined French villages and farm-houses in the neighborhood. About 280 horses were allocated for work which tractors could not conveniently perform.

We also used some 3,000 German prisoners. The trenches took much labor to fill in, and it was a spectacle not devoid of humor to see a party of Germans finishing off their task by walking up and down a stretch of newly levelled trench, firming down the mould by executing a ponderous and heavy tread, which the guards termed the "goose-step." Shell holes covered the area to the extent of about 50 to the acre, and more in some places.

Keeping the Tractors at Work.

The tractors sent out from England, or obtained from Paris; for service in farming the French battlefields were of several makes and three grades of power, namely, 8-16 h.p., 10-20 h.p., and 12-25 h.p. The plows were three-furrow "self-lifts" of the "International Harvester" and "Oliver" types. In setting about the plowing up of any large tract of land the tractors, in order that they might be kept working to the utmost of their capacity, were organized into teams, and a carefully devised system of operating was enforced, a system with a touch of military precision about it, which proved eminently successful. Two drivers were allotted to each tractor and from daylight to dark the men drove



A Battery of Case 10-20 H.P. Tractors at Work in the War Zone

turn and turn about, each man's spell of duty being about $3\frac{1}{2}$ hours. A prompt start was essential in the winter mornings, and, in order to secure this, all the tractors were filled with fuel and oil overnight. For this purpose a refilling party was organized. The party consisted of a greaser, whose duty it was to lubricate the tractor with oil; a gasoline man who replenished the tanks with fuel; a mechanic, who was responsible for testing the fittings, and seeing that each tractor was in thorough working order; and a fourth man, who filled the radiator and water tanks. Such a party attended at each block of land where plowing was in progress. Throughout the day, as each tractor came to the end of its furrow—and the furrows on the old battlefields were in many instances fully a mile long—every one of the tractors was quickly overhauled, each man of the party carrying out the particular duty assigned to him. The tractors only stopped for 20 minutes during the day's work.

The average tractor plowed $3\frac{3}{4}$ acres in a seven hour day, the record day being $7\frac{1}{2}$ acres. I might say that the careful records kept for reliability, handiness and good plowing, proved that the 10-20 h.p. "Mogul" was the best machine, next in order coming the "Emerson" and "Allis-Chalmers" tractors, all three types of American manufacture. Our average plowing cost per acre was about \$6.67, but readers must bear in mind that we worked under abnormal conditions across shell-pitted soil.

Harvesting Under Difficulties

Still we carried on, and never was a harvest garnered under more strange conditions. Each of the five British armies sent men to take care of the work. Wheat, oats and rye had to be cut in full view of the Germans so that night work had to be resorted to. Nightly we got heavily bombarded with gas shells. As a result, the gas hung persistently amongst the uncut grain. The noxious fumes made the use of horse-reapers impossible for many hours after every such bombardment, and men, wearing steel helmets and gas masks, had to set to with scythes and save the grain. Where binders were in use along with tractors, the shell holes were a source of constant trouble and delay. Barbed wire, hidden from sight by the fully grown grain, was encountered every now and then, and this proved a particularly obstinate obstacle to remove.

Many brave deeds were done

by the war harvesters among the golden grain—in fact the French Government bestowed several decorations upon men who distinguished themselves. I remember one squad of 17 men who with scythes cut six acres of wheat in three hours, and in pitch darkness, bound every sheaf, carrying the crop on their backs to the wagons. The Huns shelled every place where the sound of a binder or reaper was heard, but in the five army areas we harvested 20,380 acres of grain.

Gas Improved Germination

The grain grown in areas where poison gas had reached it, was discolored. To find out if injury resulted the British, at one of their base laboratories, carried out extensive experiments. The grain was tested for mustard gas and arsenical compounds but was found to be perfectly good for feeding, while "gassed grain" showed a germinating power of 95 to 99 per cent, as compared with the average of 67 to 75 per cent in the case of average French wheat.

Implement men in Canada will ask what conclusions we came to as regards the tractor for farming. The following are a few of the opinions arrived at during our offensive in farming the battle areas.

What the Army Found

Heavy depreciation charges make it essential that the tractor should work every available hour. A charge of \$1.75 per acre for depreciation on each tractor was allowed for the plowing done.

An idle tractor will cost more than an idle pair of horses. Unless a farm uses three to five teams, in France it is not likely to prove economical. Ample water supply is essential, and the lighter tractors were injured by road work. For harvesting with a binder, the steady tractor pull was superior to horse haulage. We found it necessary to devise hitches so that cultivators, harrows and rollers could be hauled at the same time. The last conclusion may not affect Canadian farming so much, but is of importance in tractor plowing in France and Great Britain:

In mounting a steep slope the pull of the tractor may be insufficient for opening three furrows, but more than sufficient for opening two furrows. The tractor, therefore, should be handled in such a way that, in ascending, only two furrows are plowed, and, in descending, three furrows are made simultaneously. Therefore tractor plows designed for use in steeply sloping land should be built in such a way that, by moving a

simple lever, the number of plow shares working could be rapidly changed.

In all, the farming operations by tractors carried out by the British army in France are a wonderful tribute to the efficiency of the modern tractor, for never have tractors had to work under so adverse conditions as regards soil.

Tractors Sold in Nebraska Must Undergo Stringent Tests

As we reported in a recent issue, a law has been passed by the State of Nebraska, whereby all tractors sold in that state must undergo a series of tests. These tests will be held by a board of tractor engineers, appointed by the University of Nebraska. The tests each tractor must undergo are as follows:

Drawbar work at from one-third load to full load for 12 hours. This test gives opportunity for the tractor to "limber up."

Brake horsepower test at rated load and rated speed for two hours. This test will show whether or not the tractor will carry its rated load on the belt; also show fuel consumption at a rated load.

Brake horsepower test at load varying from maximum to no load with all engine adjustments as in test for one hour. This will show fuel consumption and speed control on varying load.

Brake horsepower test at maximum load for one hour with governor set as in test and carburetor adjusted to give maximum power. This will show the maximum horsepower of the tractor on the belt.

Brake horsepower test at one-half load for one hour with governor set as in test and carburetor adjusted for most economical operation at one-half load. This test will show fuel consumption at one-half load.

Drawbar horsepower test at rated load for ten hours. This will be made on a half-mile cinder track and will show whether or not the tractor will carry its rated drawbar load continuously, also show fuel consumption on drawbar work.

Maximum drawbar horsepower test. This test will be a series of 50-foot runs with an increase of load for each run until the engine is overloaded or the drive wheels slip excessively.

Miscellaneous—This may include investigation of work on inclines, turning radius, effectiveness of brakes, or any other feature of the tractor which may

seem to require special observation.

Tractors will be under observation for endurance throughout the complete test as outlined above.

All of the tests will be run at the University Farm, Lincoln, Nebraska. University employees will operate the tractors in all but the "limbering up" run.

Record of fuel consumption will be kept in both belt and draw-bar tests.

The brake tests will be made with a Sprague electric dynamometer of 150 h.p. capacity to which the tractor under test will be belted. A half-mile cinder track is being constructed for draw-bar tests. It is hoped that this track can be maintained in nearly uniform condition so as to be fair to all tractors tested.

In the draw-bar tests the tractors will pull a dynamometer car or loading machine consisting of a three-speed Illinois tractor chassis with an electric generator mounted in place of the engine and driven by power from the traction wheels of this chassis. The load can be adjusted by controlling the current in the generator. This loading machine will be pulled through a Gully traction dynamometer which will make a record of the draw-bar pull, the distance and the time.

Belgian Cream Separators for Western Canada

D. N. Jamieson, manager of R. A. Lister & Co. (Canada), Ltd., reports that they have now received their first big shipment of Melotte cream separators from the Melotte factory near Liege, Belgium. The factory is now back on normal production. Three carloads of the Melotte separator in practically all sizes have been received. The Lister organization are also receiving heavy shipments of the Lister engines and Premier cream separators from their English factories.

Britain Lost on Binder Twine

The Food Production Department of the British Board of Agriculture purchased twine from North America, during the war, to the value of \$5,235,345. Expenses in selling the twine totalled \$400,000. The receipts from sales realized \$3,959,680, and stock in hand is valued at \$1,443,470, leaving a net deficit of \$227,295. Since the armistice the price of hemp in Great Britain has fallen from \$500 to \$250 a ton, so that the value of the Government stock has depreciated.

A Tractor's LIFE - not PRICE - determines its VALUE

What do you want in the tractor you sell?

Power? Every Rumely OilPull will deliver more power for its size and rating than any other tractor made. Its rating is based upon only 80% of its maximum power efficiency—a 20% overload capacity. The OilPull power plant is a low speed, heavy duty motor, built complete in Advance-Rumely factories and designed especially for this tractor, and to operate on oil fuel. The weight of the OilPull and the weight distribution is absolutely correct to realize the full power developed by the motor. Ask any OilPull owner his opinion of OilPull power.

Dependability? Actual work in the field over a period of years is the only real test. Ten years ago the first OilPull tractors were sold for breaking sod in the Northwest—the toughest job a tractor can tackle. And these same OilPulls have been at it ever since, giving year after year service. The first OilPull built is still on the job—over 15,000 are now in service.

The OilPull frame is of straight steel members—without bends or splices—to best resist twists and strains. OilPull gearing has always been made a bit larger and heavier than you might think necessary. OilPull shafting is the same—all of special steel—the OilPull crankshaft is built to U. S. Naval specifications. Motor parts are ground to the thousandth part of an inch. There is no better tractor wheel made than the OilPull—we've been building engine wheels for over 80 years. Oil cooling eliminates evaporation, freezing, rusting, clogging, overheating—and saves power.

Plus power and plus construction give the OilPull lasting qualities unequalled by any tractor. This isn't guesswork—it has been proved. Ask any OilPull owner his opinion of OilPull dependability.

Economy? Fuel is the biggest item of expense in a tractor's operation and oil fuel—common kerosene—is the cheapest fuel available. Real oil tractors are made, not "made over." The OilPull is designed for kerosene from the ground up—the OilPull motor, carbu-

retor, cooling system—every part is designed and built especially for the burning of oil fuel. The OilPull will operate successfully on kerosene under every condition of work, of temperature, of altitude. And to back it up, every OilPull tractor is guaranteed in writing to burn successfully all grades of kerosene under all conditions, at all loads to its full rated brake horsepower. The OilPull has established the record for the lowest fuel cost. It will plow an acre of ground at less cost than any tractor built—bar none. Ask any OilPull owner his opinion of OilPull economy.

Simplicity? Simplicity and ease of operation are "in-built" in the OilPull. There is no complicated mechanism—all operating levers are within easy reach and all working parts, while carefully protected, are easily accessible for inspection. The OilPull design allows for high front wheels, properly spaced, to give ease in steering and operating on rough ground—and a short turning radius. A large belt pulley on the right hand side driven directly off the crankshaft makes the OilPull as efficient on the belt as on the drawbar. Ask any owner his opinion of OilPull simplicity.

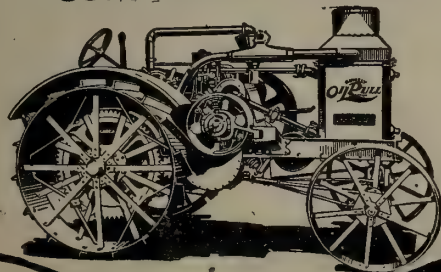
Service? Service as Advance-Rumely practices it is a material part of the sale. We maintain 27 branch offices and warehouses located at central shipping points in the U. S. and Canada. At each branch is carried a complete stock of machines and parts for immediate delivery, as also an organization of trained tractor experts. Ask any OilPull owner his opinion of Advance-Rumely service.

Proper Size? The OilPull is built in four sizes, standard in design and a size to fit every need—12-20, 16-30, 20-40 and 30-60 H. P.—each capable of delivering the proved OilPull power, dependability and economy on either drawbar or belt. The 12-20 is the latest model—a small, light weight outfit. Ask for details of our dealer proposition.

ADVANCE-RUMELY THRESHER COMPANY, Inc.

La Porte, Indiana
Toronto, Ont.

The New 12-20



ADVANCE RUMELY



American Grain Separator Co. Enter Canadian Territory

The American Grain Separator Co. of Minneapolis, Minn., announce their new selling plan, whereby in the future the original Winner Fanning Mill will be sold direct to the trade and not through any jobbers. This firm have now incorporated, and will in future be known as the American Grain Separator Co., Ltd., with Canadian headquarters at Pacific and Yeoman St., Winnipeg, where

they have put in a complete assembling plant so that all orders will be promptly taken care of and all dealers can be assured of prompt shipment on repairs for old as well as new style machines.

The Winner Fanning Mill has been sold in Canada for a number of years through jobbers and is favourably known, but the Company now advise having made a large number of improvements so that they say they now have a most perfect large capacity wild oat machine, which at the same

time is an all-purpose machine, so that a farmer by this machine will be in a position to clean all his grain without buying a special machine for each grain being cleaned.

The American Grain Separator Co. have been in business since July, 1909, and in the States are said to be the largest manufacturers of grain cleaning machinery. Robert J. Owens, President, and John L. Owens Vice-President, are both expert fanning mill manufacturers, having spent a life time in this business, and are at all times improving their machines so that the trade is guaranteed very good quality in this line if they hold the contract for the Winner.

This fanning mill is of exceptionally strong construction and is well braced. The upper and lower shoes run in opposite directions, avoiding jars and vibration. An automatic force feed is another feature. The Winner is made in five sizes and baggers or eight to ten foot elevators can be furnished for all sizes. The screens are interchangeable and by a special device are kept clean all the time.

W. H. Lewis, formerly of Minneapolis, will be in charge of the manufacturing at the Winnipeg factory. A. T. Anderson will be in charge of Canadian sales. V.

P. Parsons will cover Alberta territory, while A. L. Lenheart, Jas. Foster, Christy Thorsten and W. H. McDonald will cover Saskatchewan and Manitoba territories.

Any dealers desiring data on the Winner fanning mill can obtain full particulars from the manufacturers.

Beatty Bros. Issue New Catalog

We recently received the new general catalog of Beatty Bros., Ltd., Fergus, Ont., a publication which covers a number of the company's lines handled by both hardware and implement dealers.

This catalog is 8½ x 11-ins. in size, embodying about 180 pages. It is printed on the finest gloss stock and is profusely illustrated by excellent half-tone engravings of the B T product. In connection with the new catalog, the company says:—

"In getting out this catalog, our aim has been to provide one which will give all information regarding our goods that a dealer should know, in a readily accessible form. The system of indexing is specially valuable, also the full page illustrations in full colours, showing our churns and washing machines, etc."

The pages are cut away so that



STOP YOUR FIRE LOSS

"METALLIC"

BUILDINGS ARE SAFE

WHY build with inflammable wood when you can get fire-proof, weather-proof and lightning proof "Metallic" building materials. They are far cheaper in the end. "Empire" Corrugated Iron Siding is easily and quickly laid and makes a strong, rigid wall. Its light weight makes heavy construction unnecessary.

"Eastlake" Galvanized Shingles, coupled with "Halitus" Ventilators and "Acheson" Roof Lights make a perfect roof. "Metallic" building materials defy the elements. "Eastlake" roofs laid over thirty years ago are good to-day.

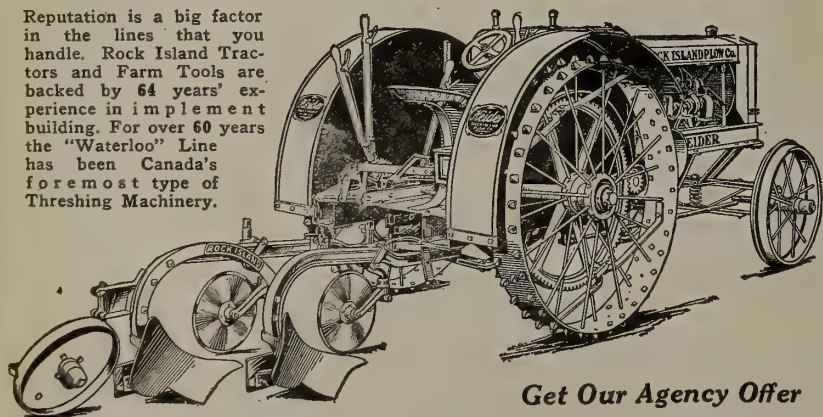
"Metallic built" means fireproof, stormproof, neat and durable construction.

Before buying any building materials write us for Booklet and complete information. We can save you money.

Metallic Roofing Co., Limited
797 Notre Dame Avenue, Winnipeg

Lines That Mean Sales Records "WATERLOO" and "ROCK ISLAND"

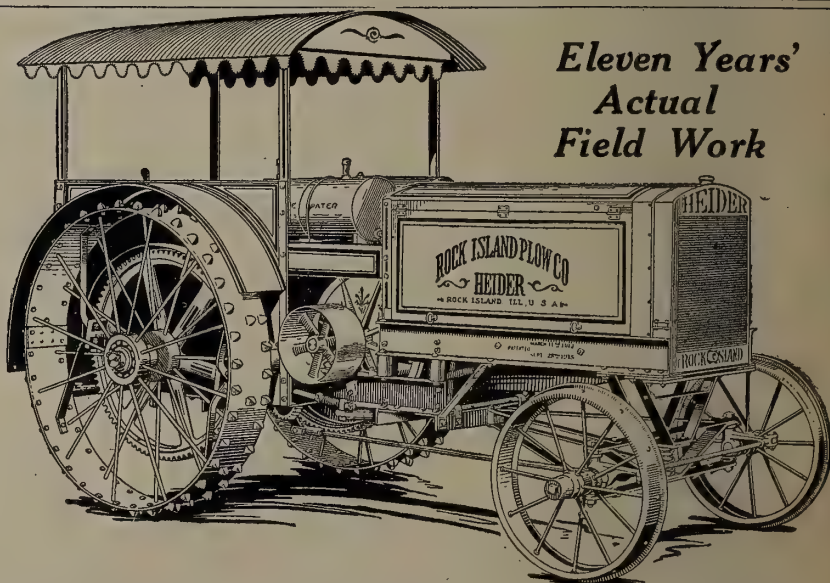
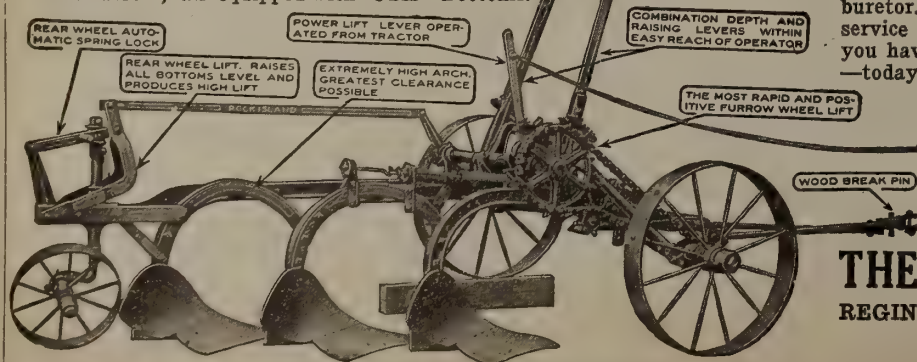
Reputation is a big factor in the lines that you handle. Rock Island Tractors and Farm Tools are backed by 64 years' experience in implement building. For over 60 years the "Waterloo" Line has been Canada's foremost type of Threshing Machinery.



Get Our Agency Offer

Sell "Rock Island" Tractor Plows

The tractor plows with the front furrow wheel lift. Do perfect work with any tractor. High, level lift. Heavy materials; strongly built and braced. Big clearance. Rigid hitch. Sizes, 2, 3 or 4-furrow; all equipped with "CTX" Bottoms.



Eleven Years'
Actual
Field Work

HEIDER TRACTORS—12-20 H.P. and 9-16 H.P.

The Heider patented friction transmission gives direct, positive power application with the utmost flexibility and simplicity. No gears to strip. It permits seven speeds forward and reverse, with one motor speed, with one lever on both traction and belt work. Special heavy-duty, 4-cylinder Waukesha Tractor Motor. Kerosene or gasoline. No carburetor changes necessary. Dixie high-tension Magneto with Impulse Starter. Perfex Radiator. Kingston Carburetor. Three-point suspension. Big U.S. Ball Bearings. The Heider calls for less service than any other tractor made. With Heider Tractors and Rock Island Plows you have a line that sells on its unmatched performance. Write for our proposition—today.

"WATERLOO" CHAMPION SEPARATORS

A size for every Farm: 20 x 36, 24 x 36, 24 x 42, 28 x 42, 33 x 52, 36 x 56 and 40 x 62. America's best threshers, and guaranteed grain savers. Ask for literature.

Our line comprises: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

THE WATERLOO MANUFACTURING CO. LTD.

REGINA

PORTAGE LA PRAIRIE

SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

any item in the B T line can be referred to without a moments delay. Some of the lines illustrated and described are: Pumps, hay and litter carriers, rack-clamps, churns, butter-workers, washers and wringers, ladders, barn door truck, water bowls, tanks, hog troughs, grain grinders, engines, horse stable fittings, etc. The various plants of the company are illustrated, and its development is outlined in a pre-fatory notice.

For the dealer this catalog contains a wealth of valuable information on pumps and pumping, the various tables referring to installation and capacity being excellent for ready reference. Throughout the book color plates of the product are most attractively shown.

This catalog embraces many lines which afford great sales opportunities to the farm equipment dealer, and in display, layout of arrangement and typography the new catalog is certainly a credit to the advertising department of Beatty Bros., Ltd. The company state that the general catalog will be sent on request to any interested dealer, and we believe that the trade will do well to have a copy in their catalog files. Copies can be had from the nearest branch. Address Winnipeg, Edmonton or Fergus, Ontario.

Cream Separator Inventor Dead

We regret to note the recent death, at Remicourt, Belgium, of Monsieur Jules Melotte, originator of the Melotte cream separator, a machine well known to farmers and dealers throughout the British Empire. There is scarcely an area in the agricultural zones of the world where Melotte cream separators are not in use.

The late Mr. Melotte, who died at the age of 62, established his model factory at Remicourt, a suburb of Liege, Belgium, the first province of that country to be invaded by the Huns. This factory was established exclusively for the manufacture of cream separators, and by specialisation he produced separators that were amongst the best of their kind. During the German occupation the Remicourt factory suffered the fate of all the Belgian works, and most of the plant was carried away, and the anxiety and the disappointment at seeing this partial destruction of his life's work may have done something to hasten Monsieur Melotte's end.

Keep the best possible records your business will afford.

Farm Machinery Production in Great Britain

To those who consider that Great Britain is going slowly as regards getting down to a peace basis in the production of agricultural machinery, the implement and machinery exhibition, held by the Royal Agricultural Society at Cardiff this summer, is proof that the British factories are busy.

In five days over one hundred and ninety thousand visitors attended the show. In the implement and machinery exhibit there were 371 stands, with a display area of over 11,000 square feet. Over 81 new types of British built implements and tractors were shown, nine being awarded prizes. As a sign of the times, tractors, power plows and tractor implements were the outstanding fea-

tures of the show, while a remarkable variety of dairy equipment was also exhibited. In Great Britain the rise in machinery prices, as a whole, has been taken philosophically by the farmers, who generally realize that some time must transpire before any reduction in prices may be looked for.

How about your wagon trade?

DE LAVAL Simplicity

The DE LAVAL Cream Separator is remarkably simple. Thousands of DE LAVALS are run and cleaned by children every day.

This simplicity means long life and freedom from repairs, and is the outcome of over forty years of unquestioned leadership in the manufacturing of cream separators.



Every part has been developed to its highest degree of simplicity, coupled with efficiency, and the DE LAVAL has earned for itself the reputation of "the world's standard separator."

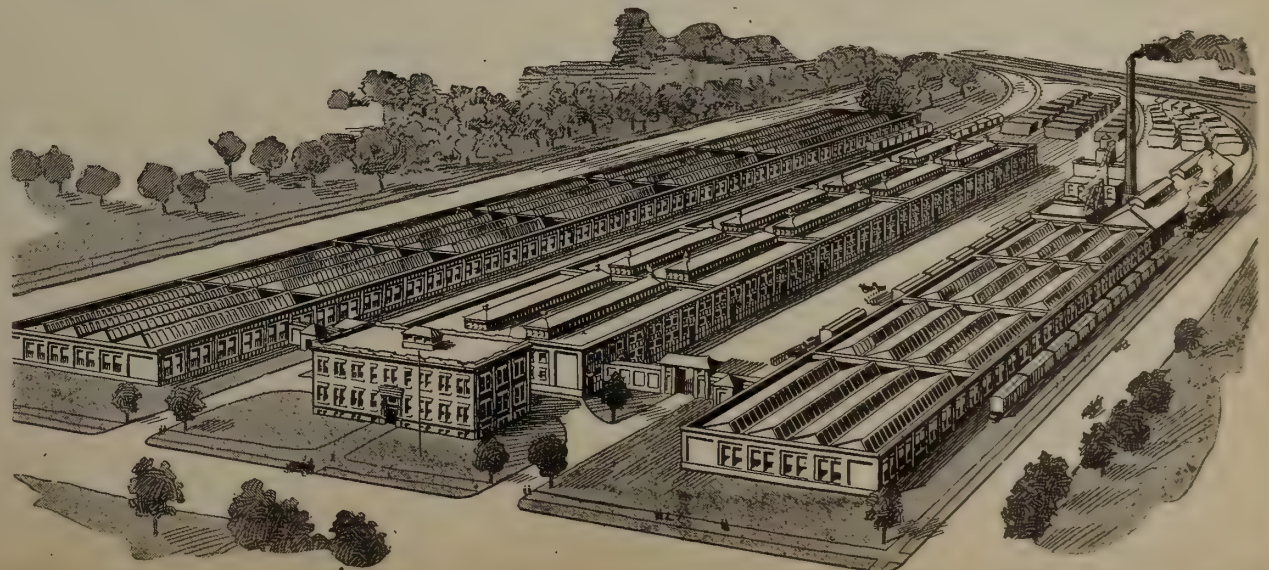
The DE LAVAL Agency Contract is the simplest means of controlling the bulk of the separator business in any territory.

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

MONTREAL PETERBORO WINNIPEG VANCOUVER

50,000 Branches and Local Agencies the World Over.



With the Manufacturers

It is reported that Henry Ford & Son will build a tractor plant at Mt. Clemens, Mich.

The Empire Tractor Company is a new concern recently incorporated in Toronto.

The Bull Dog Tractor Co., Oskosh, Wis., was recently organized with a capital of \$750,000.

The Percival Plow and Stove Co., Merrickvale, Ont., intend to

erect a new foundry and machine shop.

The London Concrete Machinery Co., London, Ont., is building a \$5,000 addition to its factory.

The Ganonoque Spring and Axle Co. have let the contract for a \$100,000 factory building at Oshawa, Ont.

Universal Batteries, Ltd., Toronto, have been incorporated with a capital stock of \$150,000 to carry on business.

The Gilson Mfg. Co., Port Washington, Wis., has begun the erection of a brick and steel factory addition, 40 x 160.

International Bushings, Ltd., Toronto, have been incorporated with a capital stock of \$25,000,000 to deal in iron, steel, brass, etc.

Fire recently destroyed the spring department of the Dowsley Spring and Axle Works, at Chatham, Ont., causing a loss of \$50,000.

The Advance-Rumely Thresher Co., La Porte, Ind., has awarded contract for the erection of an addition to its plant to cost about \$100,000.

The plant of the Victoria Wheel Works, Galt, Ont., is being equipped to manufacture shafts, poles and bent woods for carriage construction.

The Kerr & Goodwin Machine Co., Brantford, Ont., are now turning out one of the new Hoag oil engines a day. Greater production is anticipated shortly.

The John Deere Plow Co., Winnipeg, are making extensive additions to their warehouse premises on Sutherland Ave., to cost around ten thousand dollars.

The Cleveland Tractor Co., Cleveland, O., has purchased twenty-seven acres adjoining its present factory site. The company now owns approximately 125 acres.

The International Malleable Iron Co., Guelph, Ont., are to construct a new machine shop and warehouse, concrete and brick construction. The addition will cost \$33,000.

The Milwaukee works of the International Harvester Co. will be enlarged at once by the erection of a training building 120 x 127 feet in size, costing \$40,000 without equipment.

The Timken Roller Bearing Co., Canton, O., has acquired the plant of the Superior Tool & Die Co., Columbus, O. The Timken Company is also building a new branch plant in Columbus.

Among the incorporators of the Canadian Chilled Plow Works, Regina, capitalized at \$20,000, are

the following: Joseph D. Oliver, James Oliver, H. G. Davis and C. F. Cunningham, all of South Bend, Ind.

The Gregory Tire and Rubber Co. will erect a plant at Collingwood, South Vancouver. It is expected that the plant will employ approximately 50 men and will turn out 300 tires and 600 inner tubes per day.

The General Tractors, Inc., Waterton, Wis., have opened executive offices in Chicago. Similar offices will be maintained at the company's plants at Paulsboro, N. J., and Brantford, Ont., where the Canadian factory is located.

The Fisher Body Co., of Detroit, Mich., will shortly erect a five storey factory for the production of closed automobile bodies at Windsor, Ont. The plant will employ about 200 men. This company already have a plant at Walkerville.

The Indiana Silo and Tractor Company, a \$2,000,000 Anderson, Ind., silo manufacturing corporation, has taken over the tractor plant of the Star Tractor Company, Findlay, Ohio, and is entering into the manufacture of tractors in a large way.

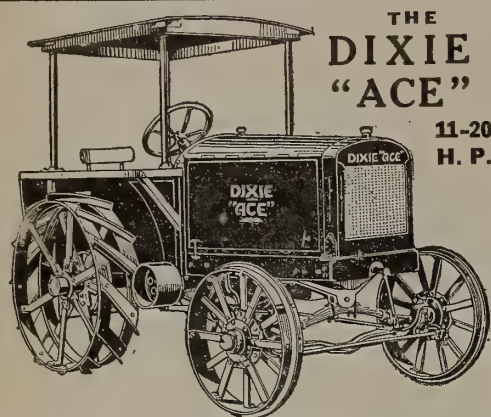
The Reliable Tractor & Engine Co., Portsmouth, O., plans to move to Cincinnati, O. This company recently took over the business of the Reliable Engine Co. and will manufacture the Reliable 10-20 tractor. The capitalization is \$2,000,000.

The Moline Plow Co., Moline, Ill., has awarded the contract for the building of a large plant for the manufacture of Moline Universal tractors to replace the structure destroyed by fire Aug. 24. Construction work has started and will be rushed.

The Western Cordage Co. will locate a plant at New Westminster, B. C. A site has been secured and machinery ordered. The plant will employ ninety men for a start. This company is organized under the Provincial Government of British Columbia.

The general office, accounting and selling departments of the Independent Harvester Co., Ltd., have been moved from Plano, Ill., to Milwaukee, Wis. The company's factory operations will be continued in Plano. All business will be transacted at Milwaukee.

The Eiseman Magneto Corporation of New York City has purchased property at 3641 Michigan Avenue, Chicago, and will erect a two-storey building, 52 x 146, to house wholesale and retail sales departments and furnish facilities for stock rooms and repair departments.



THE DIXIE "ACE" 11-20 H. P. BRINGS DOLLARS TO DEALERS

Everyone is talking about the DIXIE "ACE"—it is the "Latest and Greatest Tractor Success." It sells easier, because it fills the requirements of the average farmer better than they have ever been filled before.

The neat, graceful lines—compact, sturdy construction—and startlingly sensible service features appeal to the ordinary average farmer—the man who forms 98 per cent of the farming community. Every farmer is a prospect for a DIXIE "ACE."

The DIXIE "ACE" weighs 3,350 lbs.—has a 69-in. wheelbase—a speed range of 1 to 6 miles—all gears entirely enclosed running in oil—wonderfully efficient drive wheels of new and exclusive design—comfortable cushion seat

and roomy covered cab—plenty of power for any farm—and the price is so reasonable that there is hardly a farm in Canada on which it would not be an investment paying the highest dividends. Also made in 15-30 H.P. size.

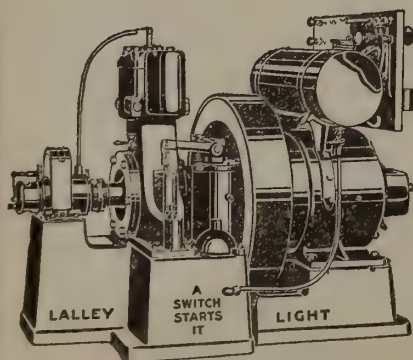
Turn this over in your mind—why shouldn't you be the man to reap this golden harvest? If you are an aggressive dealer, of good local standing, write us TO-DAY. Act quickly. Unoccupied territory is fast being taken up.

GILSON MFG. Co. Ltd. 276 ELGIN AVENUE WINNIPEG MAN.

LALLEY LIGHT

The Ball Bearing Electric Light Plant

One thousand of these Plants are Manufactured—and Sold—Each Week



There is the opportunity of a very profitable side-line in the Lalley Light to garage men, hardware men and so on. Every district offers many prospects who can be sold through the mechanical excellence and genuine service of Lalley Light. Some good territory still open. Write at once.

Distributors for Manitoba and Northern Saskatchewan:

The Lalley Farm Lighting Company Limited
52 Princess Street, Winnipeg

A *special* lubricating oil that makes separators run more smoothly and last longer

The Sharples Separator Company, the pioneer and largest manufacturer of separators, has made and put on the market a special oil for separators.

This oil has been perfected after many tests in the Sharples factory—first to make a separator run faster and better, and second, to keep the separator in a uniformly good condition. Fifty per cent of the breakdowns in all separators is due to the use of the wrong oil. The high speed which a separator attains requires

SHARPLES SEPARATOR OIL

As a dealer, you should feature and sell Sharples Separator Oil because of the large profit it pays and because every owner of a separator, emulsifier or clarifier is a logical prospect. The field is *wide open*.

The strong, handsomely lithographed container is an advertisement in itself. Display it on shelf or showcase. It will attract attention and bring sales. Arrange now for an advertising display of Sharples Separator Oil.

Write today for full particulars, prices and selling plan.

*Sharples Separator Oil comes
in quart and gallon cans.*



THE SHARPLES SEPARATOR CO. TORONTO, ONT.
REGINA, SASK.

THE LOUNSBURY CO.
NEWCASTLE - N.B.

Distributors through all their Branches
"Over 2,425,000 Sharples Separators in daily use"

J. CLARK & SON,
FREDERICTON, N.B.

P-55

Fairbanks-Morse & Co. are preparing to erect a large permanent building, costing \$75,000 or more, adjoining the plant in Beloit, Wis. This will be for exclusive use of employees as an auditorium, restaurant and club house. The works now employ in excess of 5,000 people.

The Novo Engine Co., Lansing, Mich., will soon complete a large addition to its plant, giving ad-

ditional floor space of 40,000 square feet. A large amount of new equipment will be installed. Novo engines are handled in Canada by the London Concrete Machinery Co., London, Ont.

The McQuay-Norris Mfg. Co., makers of the Leak-Proof piston ring for internal combustion engines, is erecting a factory on a six-acre tract in the south-western part of St. Louis. For this

structure several streets have been vacated, so that an area of three city blocks is available.

It is understood that Root & Van Dervoort Co. has closed with the Moline Plow Co., Moline, Ill., for the motor requirements of the latter for the first six months of 1920. Moline Plow Co. manufactures the "Stephens Six." The new contract calls for 12,000 of the six-cylinder motors of the company's type.

United Motor Service, Inc., have opened an office and service depot at 88 Adelaide street West, Toronto. They represent the service branch of the following firms: Delco Engineering Laboratories of Dayton, Ohio, manufacturers of electric equipment for automobiles; Remy Electric Co., of Anderson, Ind., manufacturers of automobile and tractor electric equipment; Klaxon Warning Signal Co., of Newark, N. J., etc.

International Makes Statement

In regard to a rumor to the effect that the recent lowering of the price of the Titan 10-20 h.p. tractor was to clear out stock so as to discontinue production, the International Harvester Co. issued the following statement:

"Numerous reports have been recently circulated that the company is unloading a surplus and overstock, that the Titan 10-20 is an obsolete model, and that the company will discontinue its sale as soon as the present stock is sold, and other statements of similar and misleading character.

"In view of the many thousands of satisfied and enthusiastic owners and the present great demand in justice to the trade and the company, the statement is made without reservation that there is at this time an immediate demand for thousands of this model in excess of the supply. Every effort is being made to increase the production as rapidly as possible, and the company is expecting to increase the sales of Titan 10-20 tractors in 1920 several thousand over 1919 or any previous year."

Unique Legal Action in Wisconsin

It is reported that the Webster Electric Co., Racine, Wisconsin, has instituted a unique action by bringing suit against officers and members of the local machinists' union and organizers, to the number of sixty, for recovery of damages. A large advertisement recently appeared in a Racine newspaper in which the company

condemns the action of the union.

The Webster company says the recent strike in its plant was an unlawful conspiracy for the purpose of injuring and destroying its business, and it seeks to be reimbursed for the expense and losses caused thereby. So far as known this is the first time in Wisconsin that a manufacturer has sought redress in the courts against organized employees as the result of a strike.

Tillage Tool Catalog

The J. I. Case Plow Works, Racine, Wis., have already issued the 1920 catalog dealing with their well-known line of plows and tillage tools. This 64-page book deals very exhaustively with the entire Case tillage tool line. It is finely illustrated throughout, and detailed descriptions are given of the various types of plows, harrows, planters, cultivators, etc. The book is an attractive one with colored cover and inset.

Briscoe Service Charges Low

A distributor for Briscoe cars recently made a check of the service expense in connection with this well known line. With over 1,100 cars running in the territory served, the service expense for the last six months has been only \$1.79 a car, or at a rate of \$3.58 a year. This expense does not include that caused by collisions and road accidents but is absolute service expense. Reports from all over Canada indicate that Briscoe owners are getting the same trouble-free operation.

A New Type of Baler

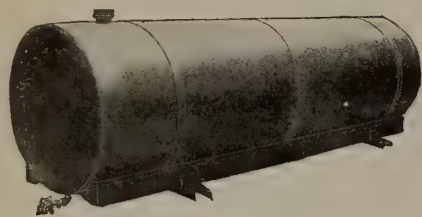
One of the most recent types of hay presses makes a cylindrical bale, bound with binding twine and having an air space running lengthwise through its center. This press was designed, so that hay baled from the windrow would cure out after it was baled, the hole in the center being intended to allow air to circulate through the bale and prevent heating. This bale is not as easily torn apart as the continuously pressed bale, it being necessary to chop or split it lengthwise with an axe or other edged implement. When round bales are fed in open bunks or on the ground in the feed lot, they are not opened.

Collect promptly when due.

There should be a profit on every sale except when clearing up old stock.

MAX

Oil Wagon Tank



A Profitable Seller at This Season

Built To Last and Give Satisfactory Service

305 and 435 gals. capacity

A Complete Tank Ready to Use, at a Low Price

WRITE NOW FOR FULL PARTICULARS, PRICES and DISCOUNTS

Winnipeg Ceiling and Roofing Co., Limited

P.O. Box 3006

Winnipeg, Man.

Grain Cleaners And Wild Oat Separators



Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines Threshers - Feeders

Cushman Motor Works of Canada Limited

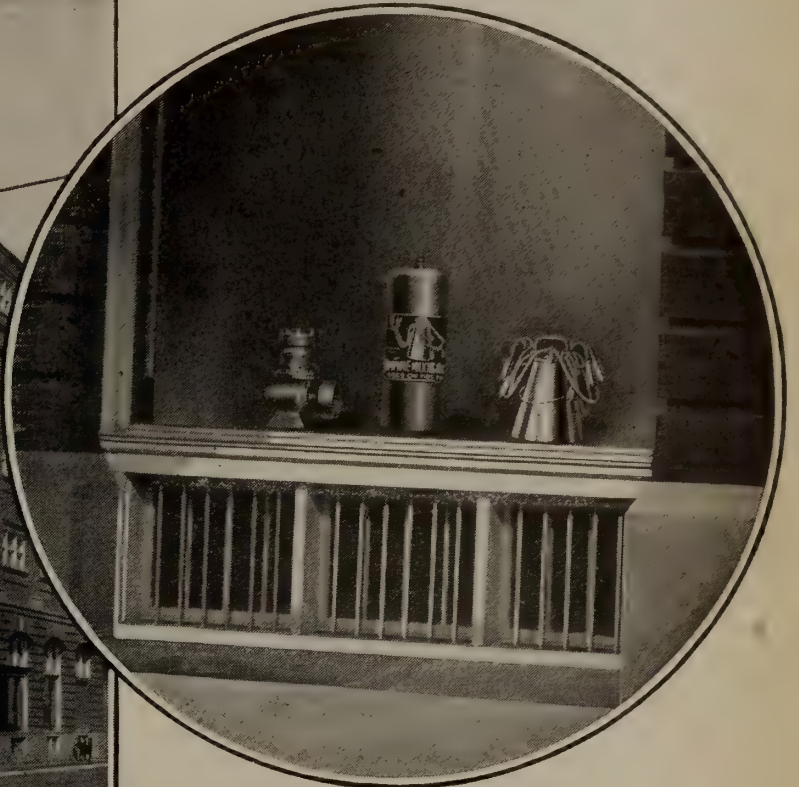
Dept E Whyte Ave and Vine St. Winnipeg, Man.

DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters	Vacuum Washing Machines	Shinn-Flat Lightning Conductors
Straw Spreaders	"Hoiland" Wild Oat Separators	Macdonald Tractor
Lincoln Saws	Smut and Pickling Machines	"Does More" Lighting Plants
Incubators and Brooders	Wagner Hardware	24 x 46 Separators
Auto Accessories	Western Pulverizer	Langdon Feeders
Tractor Plows	Packer and Mulcher	Fanning Mills
Combination Threshers		Cushman Grinders
Light-weight Engines		
Lincoln Grinders		

The Cushman Agency gives you Prestige and Profits

HEADQUARTERS OF THE COCKSHUTT PLOW CO., CALGARY, ALBERTA



BOOSTERS!

"Every owner is a booster for the Empire and for us," says the Cockshutt Plow Co.

That's one of the big advantages of being an Empire Dealer: Every Empire Milking Machine you sell, every Empire Cream Separator; every Empire Engine will make a new booster for your store. And every Empire Machine you sell will help you sell others.

There's a big field for Empire Machines in every farming community; every dairy farmer with six or more cows is an Empire prospect.

The Empire Line offers you a triple advantage: first, quality machines that Make Good; second, a liberal dealer's contract that allows you a handsome profit on each sale; and third, unequalled service to dealers and users resulting in unequalled satisfaction.

Put these forces to work for you. Let us send you the Empire catalog—a postal card will bring it—while the Empire Contract for your territory is still available. Begin right now to build up a list of Empire users in your territory.

THEY WILL BOOST FOR YOU!

Empire Cream Separator Co. of Canada Ltd.

146 Craig Street, West

Montreal, Que.

Robinson-Alamo, Limited Western Canada Distributors

140 Princess Street

Winnipeg, Man.



ADDRESS ALL CORRESPONDENCE TO THE COMPANY

Cockshutt Plow Co., Limited.

CALGARY BRANCH

PLOWS, SEEDING MACHINES, CULTIVATORS, BINDERS, MOWERS, RAKES, CARRIAGES, WAGONS, HARROWS, LAND PACERS, ETC. ETC.

FACTORY
BRANTFORD, CANADA

Calgary, Alta.

March 31st, 1919.

Empire Cream Separator Co.,
Winnipeg, Canada.

Gentlemen:—

You will be interested to know something of the results being obtained by us with Empire Milking Machines. It is now about nine months since we started to sell these outfits and we are more than satisfied with the results obtained and especially with the fair and square treatment we have received from the Empire Company. The Cockshutt Plow Company naturally, has had some experience in dealing with large manufacturing concerns and must say that it has really been a pleasure to deal with the Empire Cream Separator Company.

In the Calgary district alone, we have something over a dozen Machines in operation now and it is very gratifying to be able to state that everyone is a satisfied owner and a booster for the Empire, and for us. Dairy men with large herds simply cannot do without a Milking Machine in these times. They must buy sooner or later. When they do buy they simply cannot afford to buy anything but the best. While we believe this ourselves, users of Empire Milking Machines are proving to us that they stand pre-eminently above other Machines being offered by competitors.

Yours sincerely,

COCKSHUTT PLOW CO. LIMITED
A. B. Flower
MANAGER CALGARY BRANCH

IES/AR

EMPIRE

MILKING MACHINES

Ackland's Held Annual Sales Convention

On September 8, 9 and 10 the sales organization of Messrs. D. Ackland & Son, Winnipeg, the well-known supply house, met for their annual convention at the head office on Higgins Ave., Winnipeg. All the travelling representatives of the company were present to take part in the various sessions during the convention, which was presided over by J. W. Ackland, president and

general manager of the company. As is the feature at these annual conventions, service to the customer was made the leading topic of the meetings. Supply conditions were carefully gone into, and despite poor crops in some districts, the travellers anticipate that trade will be good right along.

From Western territory the following were present: R. Walker, manager of the Calgary branch; J. W. Atkins, Northern Alberta; George Ellis, British Columbia and Southern Alberta; Mac Dixon, Central Alberta; Mark Johnston, Southern Saskatchewan; M. G. MacDougall, Central and North Saskatchewan; W. O. Forsyth, Northern Manitoba; J. Zender, South-east Saskatchewan and Western Manitoba; J. E. Lennox, Eastern Manitoba; and J. A. Klassen, specialty salesman.

Merger of Implement and Tractor Concerns

As the result of negotiations just completed the J. I. Case Plow Works and the Wallis Tractor Co., both located at Racine, Wis., have been merged. The new company will be known as the J. I. Case Plow Works Co.

It has a capitalization of \$10,000,000.

H. M. Wallis is the president of the new company. Other officers: H. M. Wallis, Jr., vice-president and assistant to the president; L. N. Burns, vice-president; R. O. Hendrickson, treasurer; M. E. Erskine, secretary; G. A. Filer, auditor, and G. H. Bolton, cashier.

Annual Convention N.I.&V.A.

This month the U. S. National Implement and Vehicle Association will open its twenty-sixth annual convention at Chicago. The Congress Hotel has been selected as the convention headquarters and October 15-16-17 determined upon as the conference dates. G. A. Ranney, of the International Harvester Co., President of the N. I. & V. A., will sound the keynote of the conference when he formally convenes the association, Wednesday morning, October 15th.

A varied program dealing with after-the-war problems has been prepared. Many vital questions which confront the implement industry will be carefully handled, the various phases to be treated including such subjects as the financing of foreign trade, stand-

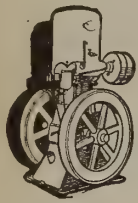
ardization, costs, review of the labor situation. There will be a frank development of other equally vital and important phases of the farm implement industry.

New Engine Company Formed

The Elgin Gas Motor Company, Ltd., has been incorporated at Winnipeg with a capital of \$100,000. Among the incorporators are: C. A. Paulson, W. M. Paulson, P. J. Grout and V. E. Grout, of Winnipeg. The company, it is stated, will engage in the manufacture of gas engines and gas motors for general farm use. Their head office will be located at Winnipeg.

British Tractor Maker is Decorated

Sir Herbert Austin, managing director of the Austin Motor Co., Birmingham, England, the manufacturers of the British-built "Austin" tractor, has had a distinguished tribute paid him for war services. In recognition of "constant and generous help" given to Belgium in the course of the war, the King of the Belgians has conferred the title of Com-mandeur de l'Ordre de Leopold II. upon Sir Herbert.



NOVO Gasoline and Kerosene ENGINES

DUST PROOF. The crank case is enclosed. The crank runs in oil adding double to the life of the engine.

FROST PROOF. Not necessary to drain off the water in freezing weather. Starts easy in cold weather. Economical on fuel. Built to last a lifetime. Every Engine is guaranteed.

A NOVO ENGINE may cost a little more but it is cheaper in the long run. Over 40,000 now in use. Send for catalog No. 50.

Agents Wanted in all Unoccupied Territory

LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.

World's Largest Manufacturers of Concrete Machinery.

A GREAT TRACTOR OPPORTUNITY

FOR DISTRIBUTORS AND DEALERS

The Well-Known EAGLE Kerosene Tractors

NOW AVAILABLE FOR CANADIAN TRADE



Eagle Kerosene Tractors have been sold in the States for the past nine years, and have established a reputation for great Dependability and Durability. Increased factory capacity now enables us to offer a part of our 1920 output in the Canadian market.

Eagle Tractors are equipped with 2-cylinder, horizontal, valve-in-head motors of moderate speed—the only kind that lasts, and the only kind that Burns Kerosene Perfectly. They are THE SIMPLEST TRACTORS BUILT.

They are built by Tractor Builders—not mere assemblers. Every part of Eagle Tractors, except the carburetor, magneto, radiator and fan is built in our own up-to-date Factory.

EAGLE 16-32 (S.A.E. Rating) A REAL 4-PLOW TRACTOR

Equipped with Twin-Cylinder, 8 x 8 Motor, 525 R.P.M. Developing OVER 40 Brake Horse Power. The Most Powerful Motor used on any 4-Plow Tractor. Two speeds, 2.2 and 3.3 miles per hour.

Also the EAGLE 12-22. A Good 2 to 3 PLOW TRACTOR

Live Distributors or Dealers who are looking for the Greatest Tractor Opportunity ever offered in Canada should write at once for full information regarding the Eagle Line of Tractors. Our Tractors are RIGHT, and Our PRICES ATTRACTIVE.

EAGLE MANUFACTURING COMPANY 615 WINNEBAGO STREET
APPLETON WIS.

Low Production of Sisal Fibre Anticipated

As dealers are aware, the great bulk of Sisal fibre for manufacturing binder twine comes from Yucatan. Reports from that peninsula show that conditions are deplorable. A change in the management of the Comision Reguladora, the fibre corporation, has been made so that business men and fibre producers may try to place the Sisal industry, the all-important source of wealth of the State, on a more prosperous footing. Food in Yucatan is very high, and wages must be correspondingly high in order that the population may live. Labor is scarce, and this, with the high wages, has caused planters not to keep up their fibre plantations, with the result that it is estimated that the production of Sisal fibre during the calendar year of

1919 will not exceed 600,000 bales. As conditions are, the requirements of fibre for 1920 and 1921 binder twine may not be met.

Messenger Promoted by International

Robert P. Messenger has been promoted to the position of Inspector-General of European experiments of the International Harvester Co. His European headquarters will be at 13, Rue D'Avenbury, Brussels. Mr. Messenger is an Englishman and is only 31 years of age. After serving an apprenticeship in the manufacturing of farm machinery in England, he came to the United States as a youth.

With Adriance, Platt & Co., of Poughkeepsie, N. Y., he served in various capacities, notably as a machine designer and field expert. He then joined the International

Harvester Co., at Springfield, Ohio. For the Harvester organization he travelled extensively in the United States, Argentine and South America. In 1912 he was promoted to the head office in Chicago and a year later was transferred to England.

Binder Twine from Bark

A report from Australia states that a method has been developed of utilizing the bark of the eucalyptus trees for the production of binder twine and general cordage. Samples have been tested satisfactorily. Evidently the bark is first passed through a softening machine, which loosens out the fibres, and then through carding and spinning machines which have been adapted to the purpose. It is claimed that in the process

the three main essentials in fibre production—staple of good length a strong and durable product, and low cost of manufacture — have been fully complied with and demonstrated by the samples produced.

We might add that if the eucalyptus bark binder twine smells and tastes like the oil made from these trees, the problem of insects eating binder twine should be solved at last. They won't go near it.

Open New York Office

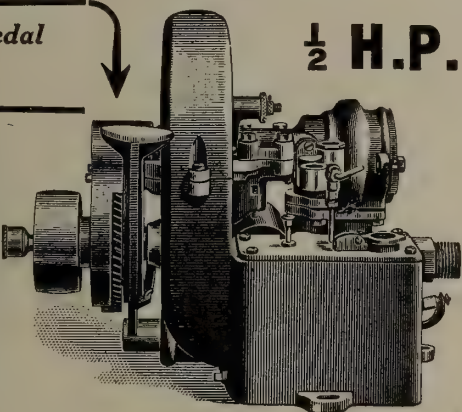
The J. I. Case Plow Works Co., Racine, Wis., will open an office in New York to handle its foreign business. The office will be in charge of Beverly M. Value, who has been appointed foreign trade manager.

EMERSON "HAFA-HORS" ENGINES

The Fastest Selling Engine Ever Offered

Just Step on the Pedal
It Starts Instantly

"Hafa-Hors" Engines are a line you can sell every farmer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions 16x14x14 ins. Always ready to run. The Automobile Starter sets it going instantly. Only show this engine—it sells itself. Ask for prices and literature. Don't delay. The biggest little engine ever sold—and the dealer's opportunity.



$\frac{1}{2}$ H.P.

EMERSON WILD OAT SEPARATORS

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Made in Two
Sizes
3-Shoe
and
6-Shoe

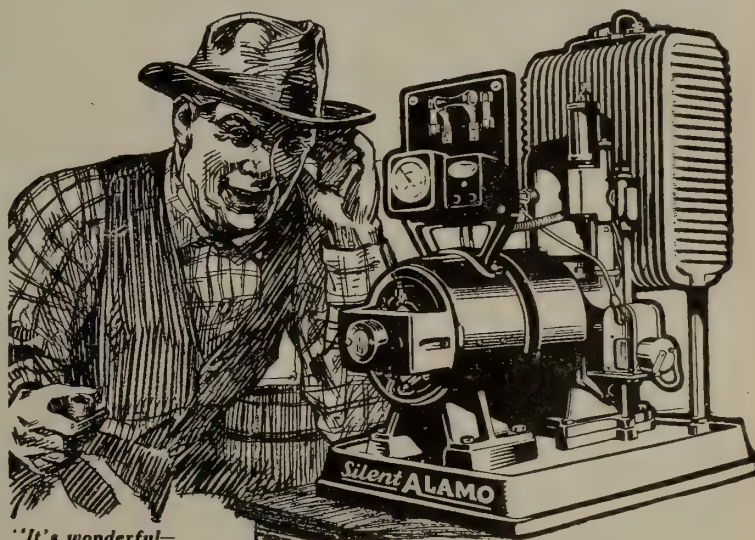
ORDER NOW.
We ship the day
Order is Received

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

This year the wheat is exceptionally fine. No other machine but the EMERSON can save all of the wheat without putting half into the screenings. A demonstration with the EMERSON will convince any farmer.

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.

Electric Light and Power For the Farm



Install the Celebrated

Silent ALAMO

Electric Light and Power Plant

Selecting an electric light and power plant is a serious proposition. You should know how to do it wisely. You know, for instance, that the engine is the most vital part of any plant and that severe vibration which racks the engine to pieces is a menace always to be avoided.

No Vibration—No Noise

The Silent Alamo has a noiseless sleeve valve motor. It is the most efficient and quietest running type of motor ever built. In addition, there is no dangerous vibration in the Silent Alamo. Thus the efficiency of the motor is maintained, and steady, reliable service assured.

See a demonstration of this remarkable plant now. Learn for yourself why it is preferred everywhere. If you cannot come in today, phone or write for a representative.

DEALERS: The Alamo is one of the most desirable agencies offered the dealer. Unrepresented districts won't be open long. Write at once if interested.

ROBINSON-ALAMO, LIMITED
140 Princess Street, Winnipeg, Manitoba

The Implement Dealer's Right to Live

The majority of the implement dealers in the Canadian West have very decided views regarding co-operative purchasing of implements by the farmers, but we believe that the first public debate on this subject took place recently at Rumsey, Alberta. The resolution debated was as follows:

"Resolved that it is better for the farmer to purchase his implements from the United Grain Growers, through the co-operative elevators, than to purchase from his local agent."

Upon the arguments advanced by the debate for the implement men a decision in the favor of the retail dealer was awarded with a score of 23 points. Allan Gibson, who helped make out the

winning case, used arguments that have a wide application to the western Canadian trade. In his array of argument, Mr. Gibson declared that the more the farmers support the implement dealer with their trade, the more confidence he will have in his business and the more heart he will put into service to customers. Earnings from capital invested vary directly with his success, and he realizes success is improbable unless he gives service to his customers, which condition in turn is dependent upon the farmers' wholehearted support and steady patronage.

That is, the dealer can render adequate service to one hundred customers at less average cost than he can serve fifty and can

therefore give better service to the greater number. The debater illustrated this further by citing the large manufacturer with his extensive distributing organization, who can give a very high degree of service and high value in products because of the patronage of thousands of loyal dealers. Manufacture on a large scale, as argued by the negative, tends to economy in production, resulting in better material and workmanship.

And this is possible because the agent concentrates his buying and does not buy from as many manufacturers as he has lines, as the co-operative association tends to do. By changing lines the latter gives poor repair service.

Another point brought out emphasized the advantage in distribution enjoyed by the local implement dealer who represents

NOTICE: This is to advise that the original Winner Fanning Mill is now sold and manufactured only by the American Grain Separator Co., Ltd., Winnipeg, Manitoba, and all jobbers and retail implement dealers are hereby notified that they will be prosecuted if this Mill is offered for sale by them under this, or any other, name. Dealers desiring agencies on this Mill kindly get in touch with above firm.

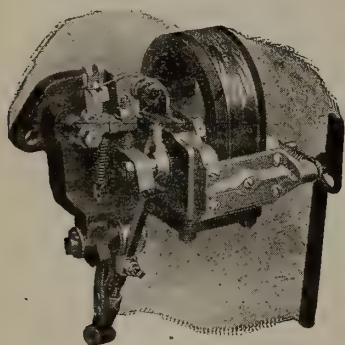
the larger manufacturer. Distribution was declared to be next in importance to manufacture in the economic process and may at times transcend all other factors in importance. An instance of this was the emergency created in Western Canada by the twine shortage of 1915. Every pound sold, agents were clamoring for twine. The Harvester Company met the situation by chartering express trains to bring the needed twine from unused stocks in other sections, and from factories working night and day. Large facilities for distribution through local agents everywhere made possible the saving of many acres of grain. The same was shown to be true of implements and repairs.

Much good ammunition found lodgment in the minds of the judges when Mr. Gibson advanced further arguments on the service rendered by the large machinery manufacturing concerns. These organizations are ready at all times to serve the farmer through the maintenance of up-to-date machine and repair stocks at convenient distributing centres, through a knowledge of conditions and the dissemination of valuable information to farmers in form of lectures, schools, books, pamphlets, etc. We believe that in various centres an extension of such a system of public debate on this topic would be of the greatest value to the retail implement dealers. Can you start the movement in your town?

Studebaker Corporation Increase Production

The Studebaker Corporation, South Bend, Ind., is in a very prosperous condition according to a recent statement issued. The net profits of the corporation, after deducting federal taxes are now running about \$3,000,000 quarterly or at the rate of 10 per cent on \$30,000,000 of common stock. Since July 1 production and sales show substantial increases in both automobile and horse-drawn vehicle divisions and demand for the corporation's product is several times greater than factory output, which in the case of automobiles, has been running and promises to continue at the rate of 4,200 cars a month.

Surplus stock should be out of sight and out of the way.



This is the second in a series of instructive talks on stationary and portable engine troubles.

Simple Tests for Ignition on Stationary Engines

2. Smoothness of Running

We assume you have placed an engine equipped with a low-tension magneto beside one equipped with a Webster Tri-polar Oscillator*, and that they are both running. If conditions are ideal both engines will seem to run equally well. But conditions are rarely ideal.

Cold weather, dampness, oil or dirt may cause difficulties on the magneto. On the Oscillator*, the unit-construction protects you.

To insure a start, the magneto may have been geared to a high speed. In running, this speed will prove excessive and may cause any one of a dozen complications. The Oscillator spark is unaffected by engine speed. It is always regular, perfectly timed, of unvarying intensity. On the low-tension rotary magneto trouble may develop from brushes, long wires, rotating parts, moving wires, switches, collector rings, etc. The Webster has none of these things—and none of these troubles.

The magneto may fail you suddenly because of unexpected wear, complicated construction, etc. The Webster main shaft travels 60 degrees to every 720 degrees of the magneto shaft. The oscillator-construction leaves the Webster idle except when the spark is actually launched. Two things which will cause Webster to outlive your engine. After this comparison, you will agree with the half million users of the Webster. You will agree with the overwhelming majority of manufacturers who are equipping engines with the Webster. Both feel that it is the only insurance of smooth running ignition on a stationary engine.

Webster Electric Co., Dept. B., Racine, Wis.



SEND FOR
THIS FREE
BOOK!

It will explain completely some new scientific developments in ignition for stationary and portable engines. Every dealer and farmer should have it. Send for it now!

WEBSTER TRI-POLAR OSCILLATOR

*If it isn't a Webster Tri-Polar, it isn't a real Oscillator

TURNER Simplicity



MEET THE FARMERS' NEEDS

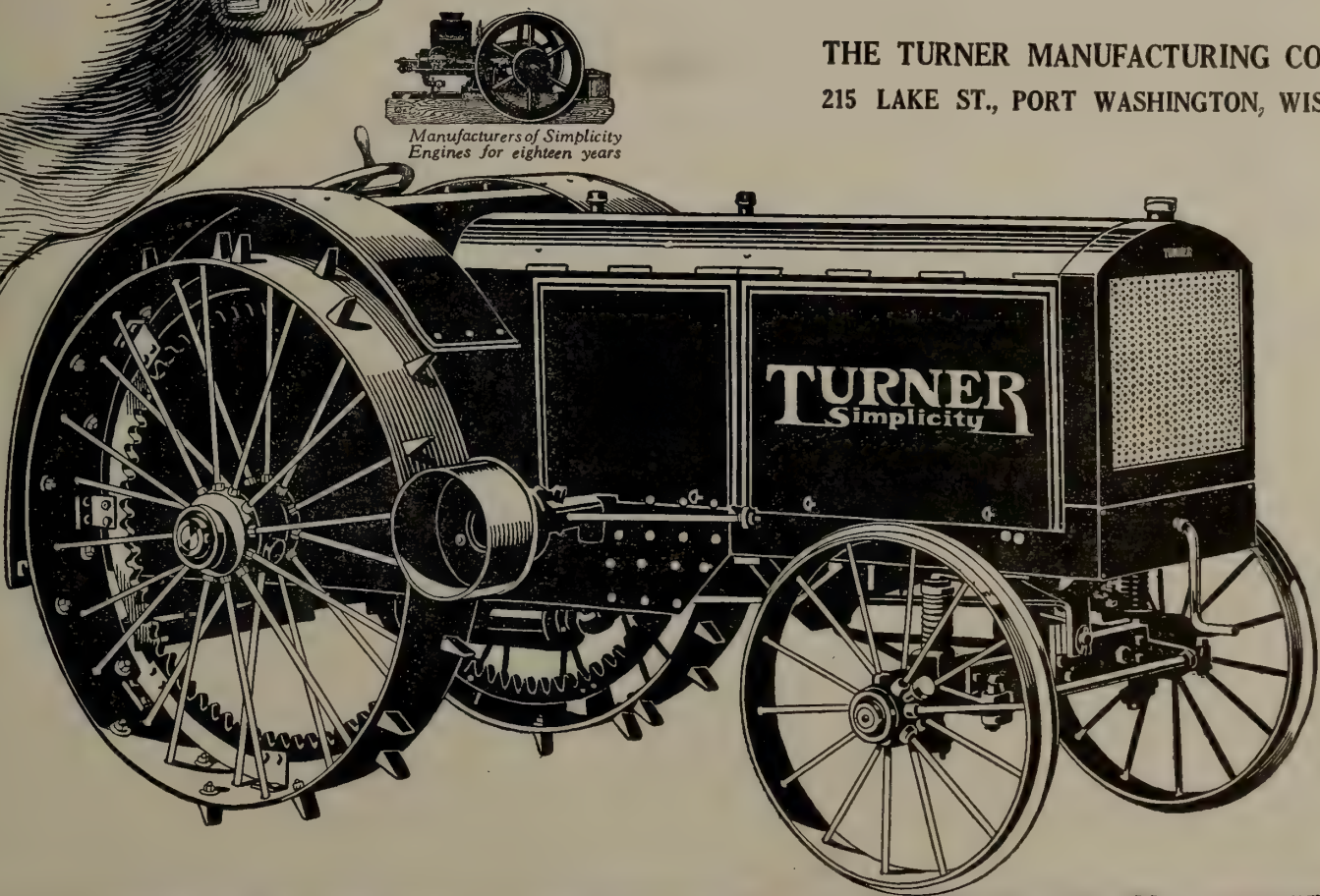
THERE are fine profits for dealers who sell the Simplicity 3-plow, kerosene burning tractor.

The Simplicity is not only everywhere providing dependable power for all average farm drawbar and belt work. It has distinct sales-winning advantages of economy and ease of operation that put it in a class by itself.

Distributors are SOLD on the Simplicity and owners STAY sold.

The widespread popularity of the Simplicity clearly indicates that it will be a leader in the big tractor sales era ahead.

THE TURNER MANUFACTURING CO.
215 LAKE ST., PORT WASHINGTON, WIS.



When the Tractor Works Overtime

When tractors were originally designed it was not considered that they would be used much during the hours of darkness. They are not adapted for joy riding, consequently no provision was made for lighting systems as has been the case with the automobile. But the modern farmer, especially in Western Canada, has to use his tractor oftentimes when lights are necessary. He has at times a short fall season for plowing, and in working into the night



The "Cletrac" Doing Night Plowing at Aberdeen Tractor Demonstration

lights upon the tractor are very essential. Again, should the tractor be used for haulage work on the road, taking grain to the elevators for example, tractor lights are a mighty useful factor

for the driver who has to make his belated way out the home trail.

The tractor manufacturer cannot be blamed for not providing lighting equipment on his machines. Until the past couple of years no suitable lighting equipment was available. The tractor, as a lighting proposition, has problems peculiar to itself, and automobile lighting systems are not entirely adaptable.

One of the greatest problems confronting the farmer is to know where to obtain equipment and how to install it. Lighting equipment looks more technical than it really is and the farmer hesitates to go to any expense, feeling that results of home installation would be unsatisfactory and uncertain at best.

There are, however, a number of lighting equipments on the market which are comparatively simple and can be installed with little expense by the farmer himself. None of them are too complicated for the local garage man.

The manufacturers of tractor lighting systems seem to have profited by the experience in other lines. Nearly all of them are electrical systems. They reason that electricity has superseded all other forms of lighting in all other kinds of illumination, so they have discarded all other systems and are developing electrical outfits.

The best results for tractor plowing at night are attained by the use of two headlights, one to light the field ahead and another to enable the tractor operator to follow the work done in the tractor's wake. Most of the lighting systems contain a generator operated by the motor, from which the current is supplied to the lights. Some systems include a storage battery, by which it is maintained, a much more constant light is available. This also enables the tractor to be lighted when the motor is stopped.

Other manufacturers, however, say that a storage battery is not necessary, and that when the motor is stopped the operator should have a pocket flashlight. They argue that the searchlights do not light the mechanism of the car and that a flashlight would be necessary anyhow, the principal reason for stopping the tractor being to enable the operator to examine the internal mechanism of his machine. Some systems include a storage battery and no generator, claiming that a single charge of electricity will light the tractor for several hours. Charging devices are provided by which

Announcing A TRIUMPH

1920 McLaughlin Master Six now ready



LEADERSHIP was ever accorded the victor
Supremacy is the reward of exceptional merit in all walks of life

Canada's Standard Car owes its leadership to its inherent merit.

For 1920 the new McLaughlin Master Six more than ever maintains that reputation which has established its Supremacy from coast to coast

See the new Master Six at the nearest McLaughlin Show Rooms

McLAUGHLIN MOTOR CAR
CO LIMITED
OSHAWA ONTARIO

McLaughlin Master Six K-Six-45 Extra Special

The McLAUGHLIN MASTER SIX

SEE THE NEW McLAUGHLIN MODELS AT THE NEWEST McLAUGHLIN SHOW ROOMS

the battery can be charged from the light socket of any ordinary farm lighting plant.

A general misapprehension prevails that a strong flow of current is needed to provide the intense light afforded by headlights. As a matter of fact the bulb used in headlights would not be powerful enough to illuminate a medium sized room. The intensity of a headlight is due largely to the reflector and also to the fact that the peculiar shape of the reflector concentrates the available light in a narrow pathway from the lens.

Several types of tractors are now

equipped with lighting systems, and several firms specialize in the production of searchlights for use when the tractor is operated during the hours of darkness.

Speeding up Fall Plowing

During the recent tractor demonstration held at Aberdeen, S.D., one of the most interesting events was the night plowing done by the "Cletrac" tractor.

The plowing started at 8 o'clock in the evening and finished at 8 o'clock the next morning and at no time during the night was there a period when there was not a

crowd of farmers on hand watching the work. A photo appears on the opposite page.

During the ten hours of actual plowing time, a little over six acres were plowed, demonstrating the entire feasibility of night work during rush seasons or during hot weather when it is more pleasant to work after nightfall.

Tractor Firm Looking for Distributors

The Eagle Manufacturing Co., Appleton, Wis., have made arrangements with a Chicago concern to handle its export busi-

ness in Australia, New Zealand, Hawaii, South Africa and the Orient. W. H. Williams, sales manager, who is well known to the Western Canadian trade, stated that the company are now in a position to supply the Canadian trade and are on the outlook for distributors and dealers in Western Canada. The Eagle tractors are made in 16-32 and 12-22 h.p. sizes, S.A.E. rating, and have excellent features in design.

The retailer, wherever he is successful, is also interested in all civic matters for better local and community conditions.

Important Announcement to Dealers

WINNER FANNING MILLS

WE WANT YOU TO KNOW THE FOLLOWING before you place your orders for Fanning Mills:

WINNER MILLS:—Are now manufactured by the ORIGINAL MANUFACTURERS of the ORIGINAL WINNER FANNING MILLS, manufacturing the full line in all five sizes, namely: No. 24—24 in., No. 28—28 in., No. 32—32 in., No. 40—40 in. and No. 48—48 in., with full line of equipment in Winnipeg, Man.



Original WINNER No. 24
Equipped with Bagger

NOTICE

This is to advise that the ORIGINAL WINNER FANNING MILL is now sold and manufactured only by the American Grain Separator Co. Ltd., Winnipeg, Man., and all jobbers and retail implement dealers are hereby notified that they will be prosecuted if this mill is offered for sale by them under this, or any other name.

Dealers desiring agencies on this mill kindly get in touch with above firm.



Original WINNER
No. 40

Equipped
With Hand and
Power Drive

The ORIGINAL WINNER FANNING MILL—is a FANNING MILL! Yes, and more than that. It's a SEPARATOR, a CLEANER, and a GRADER! The WINNER is all that a FANNING MILL should be. SEPARATES OATS and WILD OATS from WHEAT and BARLEY—AND DOES IT PERFECTLY. CLEANS, GRADES and SEPARATES all grains and grass seeds grown. Has a 50% GREATER CAPACITY than any other mill ever sold. It's manufactured right by its ORIGINAL MANUFACTURERS.

WE ARE HERE TO STAY AND GIVE YOU SERVICE

OUR SALESMEN ARE NOW OUT WITH A DEMONSTRATOR, READY TO GIVE DEMONSTRATION AND MAKE CONTRACT FOR YOUR TERRITORY.

WRITE US FOR THE AGENCY

AMERICAN GRAIN SEPARATOR COMPANY, LIMITED, WINNIPEG MANITOBA

The Development of the Unit in Distribution

In the retail world the time is past when anyone can be an acceptable dealer in commodities. We cannot take it for granted that the law of supply and demand will take care of the goods after they are made. There are many things in the future of business that the skilled distributor will have to know. To get faster turnovers he must do his buying more exactly in accordance with the needs of his market, and must not stock up for periods too long in advance.

Especially is it essential that the dealer must have technical training in his special line. Because a man was at one time a farmer is not to say that he can sell plows, wagons or tractors successfully. He must know something of the processes of manufacture of the lines, the functions of the various machines and what they will do for the farmer. He must know, beyond all, how to operate them correctly. We have seen an exceptionally good grain cleaner returned simply because the dealer did not know how the customer should have operated it to get the desired results.

With such technical knowledge of the machines and equipment, the dealer will be able to select lines more intelligently. His goods will sell more readily and he will be able to recommend without hesitation exactly the type of machine required by the individual purchaser.

To buy more exactly, the dealer must keep accurate records of past requirements and sales; he must know his market, and to this end must carry on more or less continuous research into the conditions and needs of his community. The average merchant today keeps only the most rudimentary reports, and has no true accounting system. He knows nothing of research or how to conduct it. He has no organized means of knowing what the market affords. In cases, he barely knows of the law of turnover, and rarely knows how to apply it. Hence he doesn't focus his aims in the most economical direction. For precision and economy he should understand how to keep cost records, stock records, as well as classified expense accounts. He should know something of the principles of store arrangement and display.

In order to move his stock quickly after it has been purchased and received, he should understand the art of letting

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

812 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA

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Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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WINNIPEG, CANADA, OCTOBER, 1919

people know what he has, and the merits of it. His service to the community should be exploited. He needs to be a teacher in order that his clerks and assistants may be drilled in the purposes of the store, and in understanding and being able to explain its lines.

What every merchant aims at is the multiplication of turnover. If more goods are sold, more would be produced. Employment and earnings would be greater and also would buy more per dollar. But in the end, a better standard of distribution will be reached only through research and education. We are giving great study and preparation to the production end of agricultural engineering—what we want is to get away from the obsolete idea that distribution can look after itself.

Each to His Line

In the days when war production so curtailed the supply of automobiles and trucks, there were automobile dealers who immediately took out tractor agencies so that they could carry on. The motor press spent many pages in showing why the automobile man was the ideal tractor agent, yet today quite a few of these automobile dealers find the tractor franchise a burden, and incidentally, tractor firms who made distributing concerns for automobiles their repre-

sentatives are finding that sales are not satisfactory. The reason is simple—the automobile man has returned to his first love. He has cars to sell.

There are, of course, a great many implement-tractor dealers who successfully handle automobiles. But mark the fact that they are primarily implement and power farming equipment dealers. The car branch is a department in their business. Not long ago an automobile dealer who in "carless" days felt the lure of the tractor turned his tractor agency over to a firm who had been handling farm implements in that territory for years. The reasons given by this automobile man for quitting the tractor game are as follows. He said:

"I have found that the sale of tractors is a business in itself. Along with tractors I have been compelled to handle implements, maintain a field organization of men who are practical farmers, and give a kind of service which is entirely different from that required in the passenger car and truck lines. Rather than try to hold down a tractor agency that I cannot take care of and my passenger car and truck agencies that require all of the time and attention it is within my power to give—I am taking a step that will enable me to serve one agency well. I have given up my tractor agency because I realize I am least qualified to handle tractors."

Association of Effort

If the labor troubles we see today do nothing else they should make the retail dealer realize very vividly the power of associated effort. Labor, in making its demands, be they reasonable or otherwise, is multiplying individual effort. And in every line of commerce and industry we see the same application of organized movement towards given ends, though it is strange that the farm equipment dealer does not, in many cases, realize what association means in connection with his particular business.

An expert states that ten merchants organized can institute and secure merchandising reform that one hundred merchants unorganized cannot even start. And this being so, it is surely a sorry tribute to humanity that the hundred will do nothing for organization while they possibly participate in the benefits that follow the efforts of the ten organized merchants. Association in the farm machinery business is not a job for one man or ten men but every dealer who wants to see the business brought to a higher plane. In lodges, in fraternal circles, we practice a certain amount of co-operative effort, social and fraternal. How much more important is it that we combine in the line of business which we are in? Co-operative effort in the farm machinery trade, as in every line of business, means mutual benefit. The dealer will admit that there are situations in the trade that should be altered, grievances that require to be eliminated, policies to be readjusted and methods to be discarded. He knows that, as an individual. So does Bill Jones and Sam Smith in the next town. But sitting in his store thinking of these reforms that are necessary will never get the dealer anywhere unless he gets busy and rounds up Bill and Sam, and all three then join the body of merchants who represent their line of business. The retail implement business is simply what the men in it want it to be. If improvement is required, then it follows that collective effort is necessary to effect that improvement.

Further, the day has gone when the dealer sits aloof from the other fellow in the same business. In association effort you are partners. This is not the age of competition but of co-operation. No set of officers, no organization staff, can build a successful association in this trade without the assistance of

the individual on whose behalf they are working. It is surely worth while to belong to and support a trade body that works in your interests, that is ready to aid in fighting your battles and solving your problems. In this business we have been too prone to sitting back and waiting for the other fellow to do the work—that will make conditions better in our store. The result is that all wait and no one works—yet all concede that things should be vastly different. They will be different just as soon as the implement dealer realizes that he must follow the modern march of progress and co-operate with his brother dealers in an association in which the concentrated power of the trade can be used to solve every problem incidental to the business of retailing farm equipment. Such a body, efficient, up-to-date and progressive, is at your disposal so that there is but one factor to blame if you do not get on the association wagon. That factor is the man who neglects what organization can do for his business and himself.

The Size of Territory

A great many dealers, when looking for a tractor to handle seem to place more value on the amount of territory in which they can represent the machine than on the merits of the tractor itself. Some men seem to have the idea that the number of sales will be in proportion to the size of their territory. This is a serious mistake. Very often a great many more sales would be made with a machine which has been sold in considerable numbers in nearby territory and which has established a good reputation, even though the amount of territory available is limited. Furthermore, it is much easier to work a smaller territory, follow up prospects, etc., than a large one. The merits of the tractor should be the first consideration, for this really determines the number of sales; territory is of minor importance.

Of course, every dealer wishes to obtain a tractor which will give good service and prove generally satisfactory to his trade, and exercises his best judgment to this end, aside from the matter of territory. There are so many different types of machines on the market, each of which is claimed to be the best in every respect, that it is hard at times to decide which make is most suitable to represent. It is, however, a safe policy to sell a machine that has sold well and given good satisfaction in adjoining territory, if conditions are equal in both cases.

The Question of Settlement

Short time, well-secured customer's notes frequently serve well as collateral for dealer's to use with the bank to obtain finances to discount invoices.

All implement jobbers and manufacturers offer discounts for cash, so why should not the dealer do the same for customers, making it worth his while to go to his bank and borrow money to pay cash for implements, saving for himself the cash discount. If the dealer would explain to the customer that he would make a saving in the price of his implements by paying cash, many would go to the bank and get the money and pay cash. Some customers will make a greater effort to meet a note when it comes due to the bank than they would if it were the dealer, feeling that the dealer has made a sale on which he has made a good profit, besides the interest, and that the dealer should be willing to carry it to suit their convenience.

There is no good policy in a dealer hesitating in asking anyone whom he thinks is a good customer for money that is due. A customer is no longer a friend when he abuses the credit favored him. The sooner he is made to pay up the better customer he will be.

There are some merchants who habitually renew their paper and get so accustomed to the practice that they think it is wise and proper, and resent any suggestion that it is wrong in principle, making no effort to improve their methods. Sooner or later such accounts go to the discard; at least are not appreciated.

Throughout Canada the future business of the country will depend largely on the credit extended by the wholesale, manufacturing and distributing houses, and this credit is of the utmost importance

in the general interests, and should be carefully guarded. The present is an anxious and uncertain time, and far more than ever before should every dealer take stock of his assets and examine minutely his liabilities, not leaving anything to chance. What may happen he must be prepared to meet.

Figuring Margin

Some dealers are undecided as to whether margin should be figured on the sales price or on the cost price of the goods. Business experts agree that it should be figured on the selling price because it takes a lot of mathematics to do it any other way. The average retailer cannot do this because in getting his cost of doing business — say 25 per cent — he gets the figures by dividing his sales into his own expenses. Therefore, having got the percentage you say the cost of doing business is 25 per cent of the sales. Then add 10 per cent for profit and figure on cost price and you haven't anything.

The percentage of an apple cannot be compared with the percentage of an egg. Twenty-five per cent of a big apple is not equal to 25 per cent of a small apple. What often is harmful is the manufacturer who tells the retailer that he is making 25 per cent on his goods whereas it may only be 20 per cent.

A rule for figuring margin is as follows:— Subtract margin from 100 per cent and then divide it by the cost. This point can be illustrated as follows:—

The cost of a certain machine is \$240. It is required to mark up the machine, for example, to give a margin of 27 per cent. Subtracting 27 per cent from 100 per cent leaves 73 per cent to be divided into \$240, giving \$328 as the selling price.

Personal

E. N. Butt is a tractor repair man and dealer at Kinistino.

J. G. Soglund is now operating a harness business in Erickson.

M. Mercier is now carrying on a vulcanizing business at Briercrest.

Ray Heath is owner of a car and tractor business at White-wood.

G. Christianson is now handling automobile and tractor lines at Elbow.

Varcoe & McKellar have discontinued their automobile agency at Kenton.

We regret to note the death of F. E. Barlod, a harness dealer at Goodlands.

E. Kroening has sold his implement business at Bruderheim to Gus. Riske.

The Maple Leaf Iron Works is a new plant now operating in Vancouver.

Mathews & Kidby have commenced an automobile business at Grandview.

Campbell & Gould are now carrying on an automobile business at Antler.

It is reported that W. J. Eggins is selling out his harness business at Bruderheim.

Hennings & Mead are handling accessories and automobile repair work in Victoria.

W. Elias is now carrying on an automobile agency business and garage at Solsgirth.

A new concern recently incorporated in Winnipeg is the North Pole Anti-Freeze Co.

Moffett & Emerson, automobile dealers at Wynyard have sold out to Miller & Young.

The Auto Top Depot is a new automobile repair concern now operating in Lethbridge.

H. P. Hansen has sold out his automobile agency business in Assiniboia to J. W. Heagy.

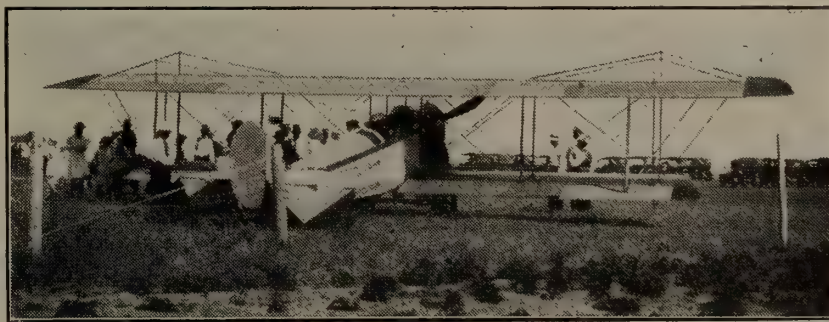
W. R. Lynn and I. C. Brock, auto accessory dealers at Brandon, have dissolved partnership.

Philip Harvey is the name of a dealer now handling harness and implement lines at Grayson.

The Western Tractor Co., Ltd., Regina, has changed its name to the Plowman Tractor Company.

Colter Bros. have bought out the implement business at Crystal City formerly owned by J. E. Parr.

F. A. Hodge has bought out the automobile business at Carman-gay, formerly owned by Miller & Gurr.



Are You Stocked up on Aeroplanes?

There's always new lines ahead for the implement-tractor dealer. The next will be the alteration of the sign to read, "Aeroplanes and Repairs." The above plane is owned by Mr. Korinkel, a farmer near Aylesbury, Sask. He makes a flight nearly every day. Some people think that aeroplanes will soon be as common on the farms as automobiles now are. The farmer will assuredly get his repairs to the field quickly by the air route.

Stenberg Bros., automobile dealers at Sanford, have dissolved partnership. E. A. Stenberg continues.

Mussell & Good, implement and automobile dealers at Tompkins have opened a branch business at Denzil.

Reid & Morris, owners of a vulcanizing plant in Vancouver, have sold out to Wilson, Lang & Henning.

B. M. Value has been appointed foreign sales manager of the J. I. Case Plow Works, Racine, Wis.

P. J. McIntosh, an implement dealer at Binscarth, has sold out his business in that centre to Pizzey Bros.

E. G. Groat, an automobile dealer at Alsask, has sold out to the Alsask Garage and Farm Machinery Co.

A new venture in Durban, Man., is the Durban Electric Lighting Company, to supply current for local use.

S. B. Caskey and J. K. MacDonnell, Kandahar, are partners in an implement and hardware business in that village.

H. B. Brigham, implement and hardware dealer at Alderson, recently suffered some loss by a fire that damaged part of the town.

Frank Silloway has been elected a vice-president of Deere & Co., Moline, Ill., and will succeed George N. Peek as general sales director.

E. A. Mott, Winnipeg, western general manager of the Cockshutt Plow Co. paid a visit to the factory at Brantford early in September.

Hugh S. Johnson has been appointed assistant to George N. Peek, president and general manager of the Moline Plow Co., Moline, Ill.

The Hon. W. F. Cockshutt has been appointed chairman of the standing committee on banking and commerce in the Federal house at Ottawa.

R. S. Bevan, automobile dealer at Creston, has installed a lighting plant and storage battery charging equipment in his place of business in that town.

A. Lacerte has sold out his implement business at Marcellin. R. C. Toombs, a harness dealer at Webb, has discontinued business in that Saskatchewan town.

D. & B. M. Smith, owners of an automobile business and garage at Nobleford, have dissolved partnership. Mulligan & Myron are new dealers in this town.

F. L. Titus and T. Brennan, garage owners and automobile supply men at Newdale, have dis-

solved partnership. Farley L. Titus now has sole control.

N. A. Niff, vice-president of the Minneapolis Threshing Machine Co., Hopkins, Minn., was a recent visitor to the branches of the company in Western Canada.

E. E. Lyday, manager of the Maytag Company, Winnipeg, reports an excellent business in feeders this fall, also a brisk demand for their threshing machine lines.

A. Matheson, sales manager of D. Ackland & Son, Ltd., Winnipeg, has been in indifferent health recently. He has gone on a short vacation and we trust will be benefited by the change.

H. W. Hirshheimer, son of the president of the LaCrosse Plow Co., LaCrosse, Wis., is on a visit to the Argentine where he will introduce Happy Farmer Tractors and other LaCrosse lines.

Thomas Findley, Toronto, president of the Massey-Harris Co. is at present on a business trip to England where he will visit the British branches of the Massey-Harris organization.

Bowman Bros., auto accessory dealers, Regina, have opened a branch. In the same city W. C. Swanston has sold out his accessory business and General Motor Accessories have been incorporated.

S. H. Roe, manager of the Calgary branch, Tudhope-Anderson Co., spent a few days in Winnipeg at the end of the month. Mr. Roe was on his way home after attending the big races in the South.

George M. Miller, superintendent of the tractor division of the Reo Motor Car Company, Lansing, has resigned to go with the Holt Manufacturing Company, Peoria, Ill., as general superintendent.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, returned the other day from a visit to Fargo, N. D., where he spent some time at the plant of the Albert Hoiland Manufacturing Company.

Mrs. Jos. D. Oliver, Jr., wife of Joseph D. Oliver, Jr., treasurer of the Oliver Chilled Plow Works, South Bend, Ind., died on Sept. 16. Death resulted from injuries sustained by Mrs. Oliver when she fell from her horse last December.

William Butterworth, president of Deere & Co., Moline, Ill., has been named a member of the general committee in charge of the International Trade Conference, held under the auspices of the Chamber of Commerce of the United States.

Duane H. Nash Inc., Millington, N.J., manufacturers of the well known "Acme" Tillage Line, report a rapidly expanding business in France. And as soon as ocean freight conditions permit, heavy shipments of "Acme" Pulverizing Harrows will be made.

F. J. Smith, Chicago, expert for the Alamo Farm Light Co., Omaha, Neb., recently paid a visit to Manitoba territory where he covered a large area in the interests of his company. The Alamo plants are distributed by Robinson-Alamo, Ltd., Winnipeg.

Colonel George W. Mixer, vice-president of Deere & Co., Moline, Ill., and for many years in charge of manufacturing operations in all Deere factories, has been appointed vice-president and general manager of the Pierce-Arrow Motor Car Co., Buffalo, N.Y.

H. E. Burrows has been appointed motor truck representative for the International Harvester Co. in Eastern Canada. He started with the company as a local agent at Simcoe, Ont., over seventeen years ago, and has served in many important capacities.

Albert Hoiland, manager of the Albert Hoiland Mfg. Co., Fargo, N. D., during September paid a visit to the Winnipeg headquarters of the Cushman Motor Works of Canada, which concern handle the Hoiland wild oats separator in Canadian territory.

George E. Fuller has been appointed secretary of the National Gas Engine Association, with headquarters in Chicago. He succeeds Harry L. Brate, who has been the association's secretary for the last nine years and who is well known in the business world.

Allan Jack who has carried on a successful farm machinery business in Lethbridge for several years is moving to Calgary where he will engage in the implement distributing business and automobile line. Geo. Lawford has taken over Mr. Jack's business in Lethbridge.

E. A. Kemp, manager of the gas engine and tractor department of the Canadian Fairbanks-Morse Co., Winnipeg, has returned from a trip through Saskatchewan territory. He visited Regina, Weyburn, Saskatoon, Yorkton and other points, and reports business as very satisfactory.

A new concern recently incorporated in Winnipeg is the Parker Safety Hitch and Specialty Co. Among the incorporators are: B. C. Parker, G. F. Bond and H. L.

Marchant. The company will manufacture safety hitches for tractors and will carry specialty lines. Capital is given as \$20,000.

H. F. Anderson, manager of the Tudhope-Anderson Co., Winnipeg, recently returned from a visit to the head office and factory at Orillia, Ont. On his way west Mr. Anderson spent a few days at the plant of the Emerson-Brantingham Implement Co., at Rockford, Ill., arranging for supplies of the Emerson line.

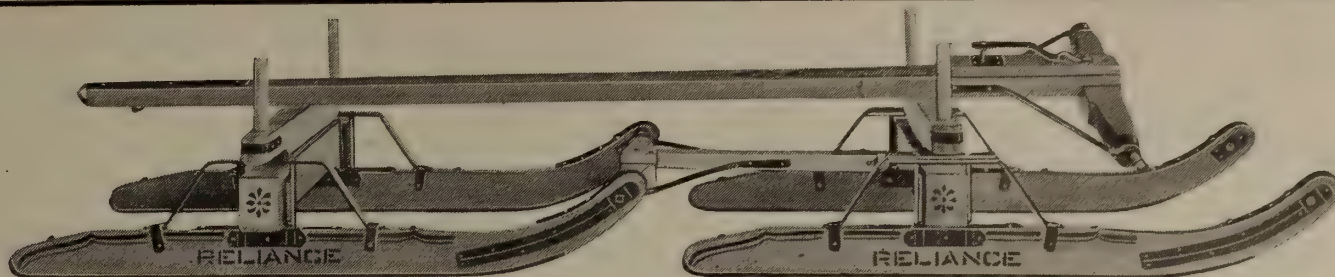
W. J. Wilson, sales manager of the Winnipeg Ceiling & Roofing Co., Winnipeg, is recovering but slowly from his recent illness. As a result of participating in a tug-of-war, at a picnic, Mr. Wilson had several of his ribs dislocated by the strain of the rope. He is still in the doctor's hands, and we hope will soon be fit for business.

George Peacock, who since 1912 has been superintendent of the Tudhope-Anderson factory at Orillia, Ont., has severed his connection with that concern and is now factory manager of the Oldsmobile plant at Oshawa, owned by General Motors of Canada. Before leaving Orillia he was presented by the business men of that town with an address and a club bag.

R. Bell, president of the Robt. E. Bell Engine & Thresher Co., Seaforth, Ont., was a recent visitor to the Winnipeg branch of the company. Mr. Bell went west to Regina, accompanied by W. R. Cole, Western Canadian manager, where they looked over the newly erected Regina branch house that is now ready for business in that city. Mr. Bell will proceed west to Vancouver, visiting Calgary, Edmonton and other points.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, is busy superintending the installation of machinery in the new machine shop recently added to their plant. The new additions to the factory are nearly completed and give the company greatly added facilities for the production and assembly of their fanning mill lines. When completed, the Twin City plant will be the biggest fanning mill factory in Canada.

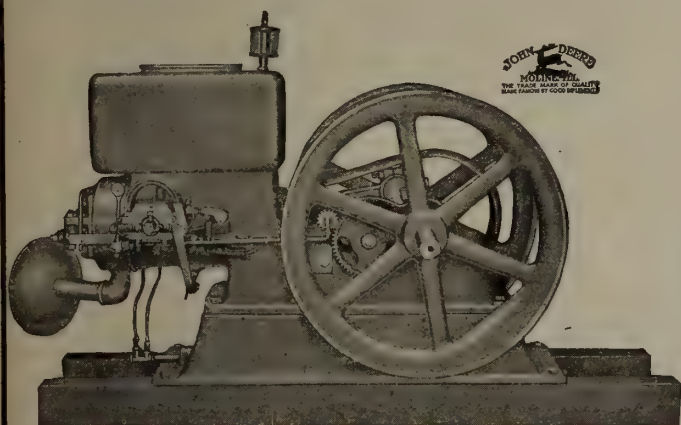
W. N. Robinson, manager of Robinson-Alamo, Winnipeg, distributors of the Empire line, sustained a rather severe accident early in September. While in a filling station in stepping backward Mr. Robinson fell into an open trap door leading to the basement. His skull was slightly fractured by the fall so that he was in hospital for a week. Mr. Robinson is now back at his desk, and in very good shape considering the serious injury to his head.



THE "RELIANCE" ALL-OAK SLEIGH

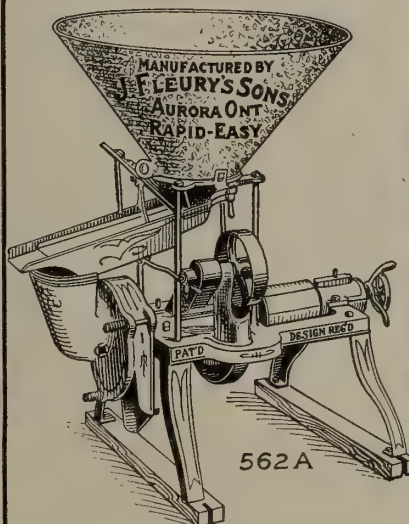
IF YOU have been able to sell any other sleigh you can sell many more of the Reliance. Nothing but the word "Perfect" describes their construction. An all-oak sleigh—tongues, bunks, runners,—all wood parts, oak. Runners are built of one solid piece fine grained oak, 5½ by 2 inches. Front bunk is one solid piece much wider than usual, and carries a bolster plate 6 by 12 inches. Bunks are placed on the Reliance sleigh so that a perfect balance is obtained. Sleigh fits any standard wagon box. The steel and wrought iron used on this sleigh specially strengthened, as a glance at the above illustration will show.

The Reliance comes in 2 and 2½ inch shoes, both cast and steel. We also have 3 inch in steel shoes only. Stark plates are of cast iron—much better than thin steel. The 2 inch sleigh will compare favorably with any other 2½ inch make on the market.



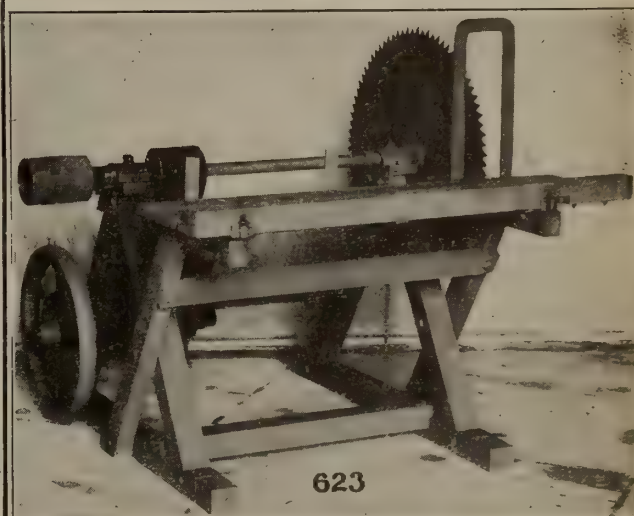
Waterloo Boy Kerosene Stationary Engines

These engines, as built and backed by the John Deere guarantee, offer more value to the farmer than any other engine of same rated H.P., even at a higher price. Your John Deere folder on these engines will give you the specifications. October is an Engine-buying month. Make a Waterloo Boy "drive" for the next 30 days.



Fleury Grinders

These are light running "Rapid-Easy" grinders that will grind quickly and give good quality of feed. Have one piece reversible plates or equipped with flat or concave heads with centre breakers for custom work. All are equipped with safety lever for emergencies. Get the folder.



Fleury Pole Saws

Illustration shows wood frame, but we can supply also in steel. Designed to give great strength. Sliding table with steel balls running on iron guides. Fly wheel is on the countershaft, placed down on the frame to facilitate cutting of poles. We can also supply No. 3 pole saw with wood frame, and No. 3A in steel.

John Deere-Dain Self-Feed Pull-Power Hay Press

Large capacity, light draft, convenient to operate. Constructed on a simple and durable plan. Very low and easy on horses. No bulky pitman to give trouble. Self-feeder makes solid, evenly-packed square-ended bales—the kind that are in demand. Get the folder. The very latest design.



John Deere Plow Co., Limited

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge

Ask us for information about the New John Deere-Dain Motor Press. Better than previous make

H. Wilber Hutchinson, vice-president and general manager of the Sawyer-Massey Co., Hamilton, Ontario, is at present on a visit to Winnipeg. He will spend several weeks in the west in connection with the closing up of the year's trade. Mr. Hutchinson reports business as very good; a good cash business being evident in Manitoba. The separator trade of the company in the United States has been most satisfactory this year. The Sawyer-Massey Company, reports Mr. Hutchinson, recently sold over \$250,000 worth of road-making machinery to France where it will be used for re-making roads in districts devastated by the war.

The J. T. Tractor

The J. T. Tractor Co., Cleveland, Ohio, has been organized with a capital of \$2,500,000. Fred. R. Fuller is president and general manager and J. J. Tracy, vice-president and chief engineer. The company will build the "J. T." tractor, which is a three and four-plow machine of the crawler type, and of ample power to operate any belt machinery on the farm.

The Burning of Straw

We have had various methods promulgated for the utilization of straw, but still straw is burned

as of yore. As an implement the straw spreader is not used as it might be, because we do not realize sufficiently the value of straw as a fertilizing constituent. If, for example, one hundred million bushels of wheat are grown the value of the approximate quantity of potassium, nitrogen and phosphorus removed from the soil by this crop has a value of over sixty-five million dollars.

When we burn the straw the fertilizing constituents are practically all wasted. The approximate quantity and value of

potassium, nitrogen and phosphorus in straw resulting from a one hundred million bushel yield of wheat, calculated on the basis of 15 bushels to the acre and one ton of straw per acre are close to \$64,500,000 representing over 197 million pounds of fertilizing constituents. Can we afford to burn this value of elements that increase crop production?

Agricultural schools and experts have proven that the straw spreader is invaluable in aiding winter crops. The straw returns the fertilizing elements to the soil and a fall covering of straw

lessens the liability of soil erosion due to winter blowing. It also leaves the soil in excellent condition for early spring tillage. Regardless of the crops grown upon a farm the man who burns his straw is individually responsible for a waste which sooner or later will make itself felt in smaller crop yields and decreased profit. In handling the straw so as to conserve fertility the straw spreader is an implement which should be in use on practically every farm.

Harrows Used on Big Ranch

Down upon the 101 Ranch operated by the Miller Brothers at Bliss, Okla., farming is really "big business." The latest scientific methods of farming are combined with factory-like efficiency. The illustration shows how their vast wheat fields are fitted with "Acme" Coulter Harrows. Miller Bros. have used these harrows for several years and state that they "do better work pulverizing" than any other tool they have been able to find.

Taxing Road Tractors

After January 1 owners of road tractors in the State of Illinois will be required to pay an annual license of \$25. A law imposing this tax was enacted by the legislature which adjourned recently.



A String of "Acme" Coulter Harrows on the Famous 101 Ranch

WESTWO FARM SLEIGHS

:: : STEEL OR CAST SHOE : ::
Made Best. Sell Best. Work Best

WESTWO CUTTER GEARS

UNEQUALLED IN

Material, Construction, Finish

BOOK YOURS NOW—DON'T DELAY

WRITE US FOR PRICES

D. ACKLAND & SON, LIMITED

WINNIPEG



CALGARY



The Champions



R. BEN DAVIS, five times champion, again won the Annual Wheatland Plowing Match this year, but in a new class. His previous championships have been won with horses. This year he won with the Moline-Universal Tractor.

Why did he select the Moline-Universal Tractor and why did he win?

Like all good plowmen, Mr. Davis likes to sit on the seat of his plow, so he can adjust it to meet all varying soil conditions instantly and do a good job of plowing. At any time he could stop and back up with the Moline-Universal as easily as he could go forward. And the Moline-Universal has the power to plow right along in the even tenor of its way in tough places as well as in the easy going—122 per cent reserve power at Salina, Kansas, in 1918, and 108 per cent reserve power at Columbus, Ohio, in 1919.

Mr. Davis is a great plowman, and the Moline-Universal Tractor is a great tractor. They made an unbeatable combination. That's why they won.

And Mr. Davis has a tractor in the Moline-Universal which he can use from one year's end to the next—for all field work, including cultivating—and plenty of power for belt work.

MOLINE PLOW CO., MOLINE ILL.

Canadian Distributors: WILLYS-OVERLAND, LTD., WEST TORONTO

Bond Investment is Double Acting

When the farmer of the West—or any part of Canada for that matter—invests his money in Victory Bonds he does himself two good turns. He gets two birds with the one shot. He assists the country in making a profitable market for his grain and other products, so that he can make more money. He puts his spare cash into the soundest security in the world, and that brings him five and a half per

cent. Previous issues have also proven that the bonds have quick marketability above par.

Two dollar wheat, or rather \$2.15 wheat, is a fact for the Western farmer simply because the Dominion of Canada has been able to dispose of it to needy buyers who had not the cash to pay. The Victory Loans provided the cash, which has gone out in the form of credit advances to Great Britain and other countries.

The United States has had to finance the sale of American

wheat abroad in exactly the same way by loaning the money to the countries buying. It is hardly reasonable to suppose that the American Government, deeply engaged in its own business, would be eager to provide foreign credits for our farmers. So it is simply up to Canadian farmers to help themselves.

In buying all the Victory Bonds they can swing the Westerners help themselves to a very profitable investment and to a good market for their products. It will be a wise policy.

The appeal is not made solely on patriotic grounds, although the farmers have profited highly through the actions of the country. They are being asked to consider the buying of bonds from the standpoint of good common-sense business.

The proceeds of the forthcoming loan will be used to a considerable extent in the financing of trade in Western grain. Great Britain and other countries need our foodstuffs, but cannot buy unless given credit. The loan will secure that credit.

The Western farmer who invests in Victory Bonds not only places his money in a sound, profitable security, but puts it out to make more money.

Plow Company Adds to Winnipeg Premises

The John Deere Plow Company, Winnipeg, are making extensive additions to their warehouse on Sutherland Avenue in this city. They are erecting new buildings for storing of their Waterloo Boy tractor line, which will greatly increase their storage capacity so that even better service may be given Deere dealers.

At their headquarters on Princess Street, Winnipeg, alterations are being made on the office and warehouse buildings whereby a shipping tunnel will be made into the building with extensive loading platforms. This space will reach into the centre of the warehouse so that goods can be taken from the cars on the trackage at rear and transhipped with all possible speed.

Tractor Publicity

"Monarch Performance" is the title of a booklet just issued by the Monarch Tractor Co., Watertown, Wis., in which letters from users and photographs are reproduced. There are some mighty good testimonials among them. The Canadian plant of the company is located at Brantford, Ont.

The STANDARD WILD OAT CLEANER, GRADER, SEPARATOR



Built in
Four Sizes

Nos. 24, 32, 40, 48

Extra long screens make the "STANDARD" the best grain grader on the market. Easy running and very simple to operate.

The Largest capacity mill on the market. Can be furnished with sacker or wagon box elevator.

Why the "STANDARD" is the best, as well as the fastest Separator.

Over each of the five wheat gang sieves we have a set of stationary wooden slats, which work on the sieve, at all times keeping the sieves clean, evenly distributing the grain over the FULL surface of the sieve so that EVERY part of the sieve MUST be doing its share of the work and EVERY kernel of grain must come in contact with the sieve. This is the reason no wheat goes over with the tailings, as is the case with most cleaners. These slats PUSH the wheat through the perforation, keeping the oats flat and carrying them over. That is why we can guarantee twice the capacity of any other mill having the same sieve surface. THE WEATHER WILL NOT AFFECT THESE SLATS.

The "STANDARD" feeding device is perfect, working automatically, so that when the machine stops the feed stops, without any adjustment.

The "STANDARD" is equipped with "rubbing bars" under the screen, keeping the screen clean at all times, which means clean and fast work.

The "STANDARD" is a very heavy, durable machine, having durable sieves, which will not sag in the centre, insuring at all times a level sieve.

The "STANDARD" is an all-purpose, large capacity machine which is meeting the requirements of the most particular farmer and seedman. Don't fail to see it.

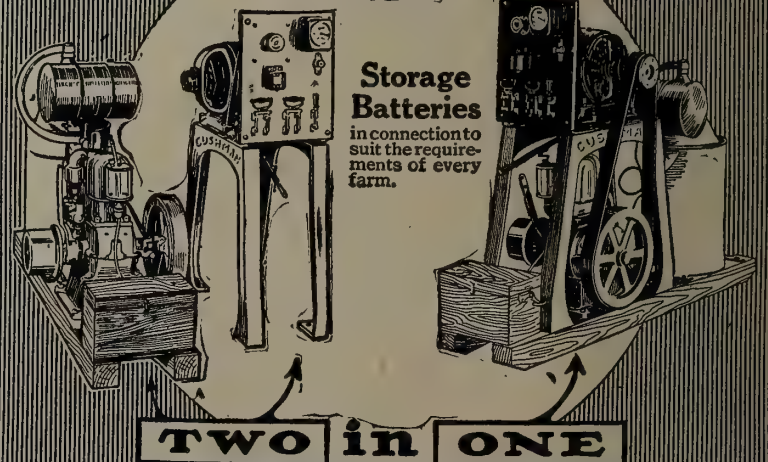
Dealers: Write us at once and we will have our representative call and show you why our mill is the one you should sell.

MANUFACTURED BY

STANDARD FANNING MILL COMPANY
MINNEAPOLIS, MINN. WINNIPEG, MAN.

Cushman "Does-More" Light Plant

Light and Power
The Unit Belt Type Electric Lighting Plant in One Plant The Standard 4 H.P. All Purpose Power Plant



TWO in ONE

DEALERS: The Cushman "Does-More" light and power plant offers your customers a complete light and power unit. Engine can be removed if necessary. Whole plant very compact and starts by pressing a button. Gives ample light capacity for farm and home use. Simple to operate. Ask for agency offer and full particulars of this quick selling installation.

Cushman Motor Works of Canada Limited

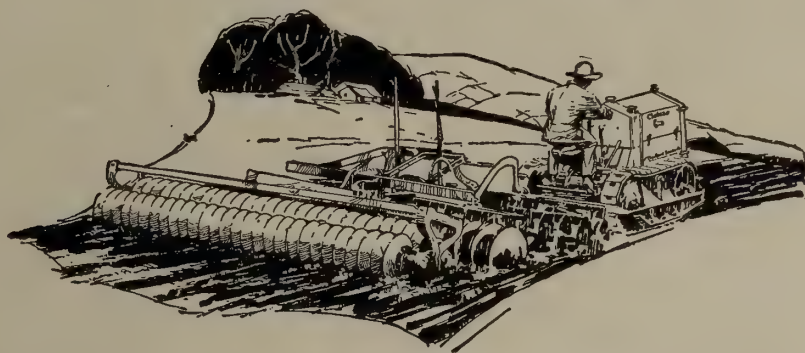
Builders of High Grade, Light-Weight, High Power Engines for General Purpose Farm Work.

Dept. E Whyte Ave. and Vine St. Winnipeg, Man.

Distributing Warehouses:

TORONTO MOOSE JAW SASKATOON CALGARY EDMONTON

The Tractor of Tomorrow Here Today



Year 'Round Service—Year 'Round Sales

The tractor that the farmer is looking for is the one that he can use the greatest possible number of days each year.

Thousands of building contractors, road makers and factories must have the same kind of tractor to overcome labor shortages.

Because the Cletrac meets this need, both for the farmer and for the industrial user, it makes an ideal year-'round selling proposition for Cletrac dealers.

The Cletrac is not only supreme in the *variety* and *quality* of the work it does, but it is the tractor that is built to stand up and do its work under the most difficult conditions.

And, while having the power and the stamina to carry it through the grind of heavy work, it is small enough for economical use on the lighter tasks of either drawbar or belt.

In the Cletrac you will find the tractor you have wanted to sell—the tractor your customers have waited for.

We have a most interesting book which goes into detail regarding the Cletrac selling plans and opportunities. This book is called "Sale Quality in Tractors" and your copy will be sent on request.

The Cleveland Tractor Co.
of Canada Limited

65 Hydro-Electric Power Building - - Windsor, Ont.

The largest producers of Tank Type Tractors in the world.

Cletrac
TANK-TYPE TRACTOR

Hart-Parr Tractor in Eastern Canada

The Hart-Parr 30, manufactured by the Hart-Parr Company, Charles City, Iowa, is now being sold in Eastern Canada by the John Goodison Thresher Co., Sarnia, Ont. The Goodison sales organization is planning to push the tractor sales this fall, and count on co-operation from the Iowa headquarters. The Goodison Co. will carry at Sarnia, and possibly at Ottawa or some other Eastern point, a considerable stock of tractors and repair parts, and will also have a staff of service men available in the very near future.

A New Automobile Supply Catalog

We have received the newly issued catalog No. 20 of D. Ackland & Son, dealing with their automobile supplies and garage equipment. With 200 pages, 11 x 8 ins., and bound in an attractive cover, this is one of the best catalogs we have yet seen from this well-known firm. The attractive appearance, nice arrangement and layout are certainly a credit to N. A. Purcell, who compiled the catalog. For the

implement dealer handling auto supplies this publication should be of the greatest assistance in ordering tools, equipment and fast selling accessory lines. Such lines are described and illustrated as: Welding outfits, tools, tool sets, batteries, ball bearings, axle parts, tire repair outfits, vulcanizers, ignition equipment, gauges, lamp lens, jacks, magneto parts, polishes, enamels, rubber goods, wheels, springs, valve facing tools, etc.

A handy index facilitates the quick location of any desired line, the grouping of the various types of goods being excellent. Farm implement dealers who are interested in the automobile accessory business should secure a copy of the new catalog, which embraces many lines that are in excellent demand in every territory.

A Big Magneto Order

The American Bosch Magneto Corp. New York, report what is claimed to be the largest magneto order ever placed. This is the business recently closed between Fairbanks-Morse & Co. and the Bosch corporation, under which all the farm engines sold under the Fairbanks-Morse name here-

after will carry Bosch high tension ignition. Facilities at the Bosch plant will be increased 100 per cent to meet the demand for this magneto.

Avery Separator Gave 27 Years' Service

Near Mount Pleasant, Iowa is a farmer, H. E. Meyers, who owns an Avery "Yellow-Fellow" Separator. Nothing uncommon in that—but it has been in operation 27 years this fall, and it is going as well as ever.

This separator, which looks good for another half century, was purchased by Mr. Meyers in the fall of 1901 from Mr. John Ford. Way back in the fall of 1892 Mr. Ford purchased this machine from the Avery Company, and after using it for many seasons sold it. In 1901, Mr. Meyers purchased it. He took it home and in the first season's run he saved enough money to more than pay for it. Every year since then he has been using this machine for threshing every kind of grain grown from one end of the county to the other.

He has made canvas tests every year with this separator and his figures show that this separator saves 99 50-100 per cent of the grain, practically perfect. The

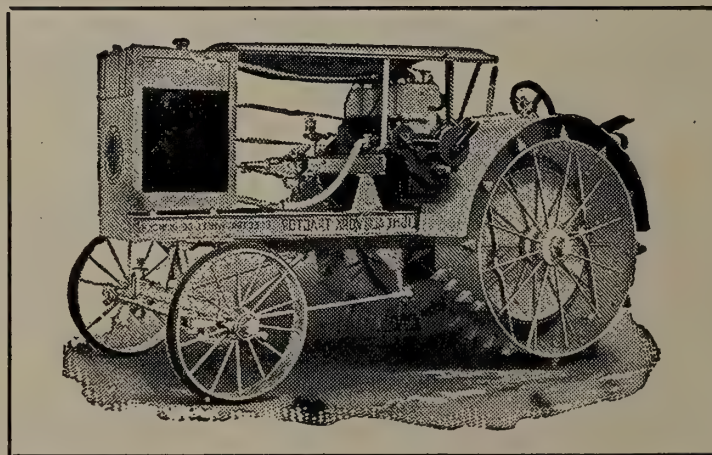
elevator men at Mt. Pleasant told Mr. Meyers the other day that the grain threshed in his separator was the cleanest of any which they had received in that country.

Union Bank Expansion

The Union Bank of Canada is opening many new branches in western Canadian territory. The bank's chain of branches in the Dominion now is 375 of which 80 have been established since the close of the war. The Union Bank of Canada is now represented at 69 points in Manitoba, 69 points in Alberta, and 112 in Saskatchewan. Originally established in Winnipeg in 1882, coming here ahead of steel. The Union was the first to become established in the province of Alberta, the branch at Lethbridge being opened as far back as February, 1886—over 33 years ago. It was the first branch of the Union Bank west of Winnipeg, and continued so until December 1890, when Carberry, Man., and Moosomin were opened. In February, 1891, Boissevain, Man., was added to the list, followed by Neepawa, and Souris. Today there are some 260 branches of the Union Bank of Canada west of the great lakes.

THE TRACTOR YOU CAN SELL

ALLWORK



ALWAYS

WHITE ALLWORK KEROSENE TRACTOR

Drawbar, 14 H.P. Brake, 28 H.P. Four-Cylinder Motor, 5 x 6 Inches

PROGRESSIVE DEALERS VALUE THE WHITE LINE

Because

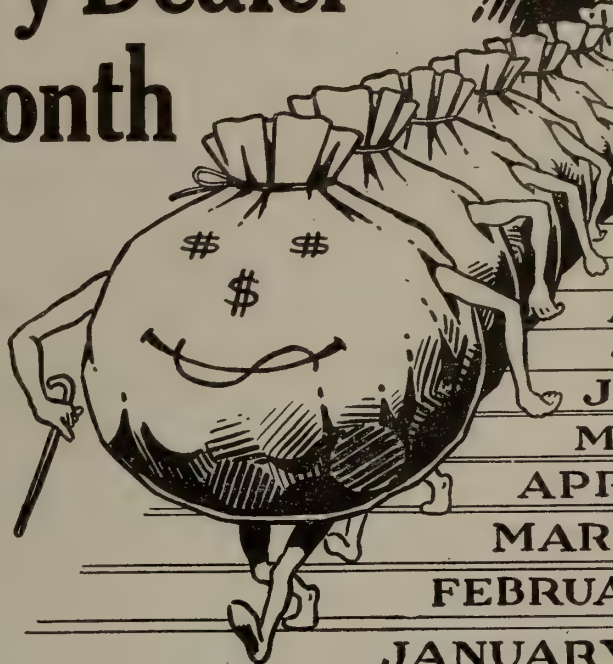
- It Has Established Reputation and Unequalled Quality
- It Makes Satisfied Customers for Them
- It Brings in Bigger Profits
- It Sells

It Will Pay You to Get Our Proposition. Write NOW

THE GEORGE WHITE & SONS COMPANY, LTD., BRANDON, MAN.
MOOSE JAW, SASK.

There's Money Coming In to the Avery Dealer Every Month

HE HAS something to sell every month of the year. In the spring he can sell tractors and plows in several sizes for preparing the seed bed and starting the crop. Then motor cultivators for cultivating corn. In the summer he can sell threshers in a variety of sizes, from the small individual threshing outfit up to the large machines for big runs. He also sells the tractors to operate them and for pulling binders. In the fall and winter he sells tractors and plows for plowing, running the silo filler, sawing wood, hauling loads, doing road work, etc. For every kind of motor farming, threshing or road work in any season of the year, there is an Avery machine that you can sell profitably.



© 1919 JANUARY 1919						
SUN.	MON.	TUE.	WED.	THU.	FRI.	SAT.
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25

DECEMBER

NOVEMBER

OCTOBER

SEPTEMBER

AUGUST

JULY

JUNE

MAY

APRIL

MARCH

FEBRUARY

JANUARY

Are You Selling a Complete Line?

Why not become a motor farming specialist? Why handicap yourself with the sale of but one or two sizes of machines, when a similar investment and selling effort could develop a year around business?

With the Avery Line *every* prospect is *your prospect*. You've got exactly what he wants—the right size machine and power equipment that he can use profitably every month of the year.

Standardized Design—Easy to Sell

Avery machines are easy to sell because they are standardized, well advertised and popular everywhere. The Avery machines built and sold years ago are helping Avery dealers sell more Avery machines today. They are of the same design. Your customer knows he is not guessing when he buys one and you are not trusting to luck that he will be satisfied.

He knows about the Avery Duplex Gasifier, Renewable Inner Cylinder Walls, Two Bearing Practically Unbreakable Crankshafts, Adjustable Crankshaft Boxes and the many other exclusive features.

Find Out if the Avery Agency Is Still Open

Someone is going to sell Avery machines in your territory this year. If the 1920 agency is still open, why wait for someone else to prove it a money-maker? Ask our nearest branch house about it.

The Avery Agency gives you the sale of six sizes of Avery Tractors—8-6, 12-25, 14-28, 18-36, 25-50 and 40-80 H. P.—the special 5-10 H. P. Avery Tractor, the Avery Motor Cultivator and the Champion Avery Grain-Saver Threshers, and Plows to fit any size tractor.

AVERY CO., 8322 Iowa St., PEORIA, ILL.

Canadian Avery Co., Limited, Winnipeg

Branches: Regina and Saskatoon

Sub-Branches: Lethbridge and Camrose

AVERY

**Motor Farming, Threshing
and Road Building Machinery**



Studebaker Continues Wagon and Truck Production

Studebakers, South Bend, Ind., are pioneers in the manufacture of Farm Wagons. Starting more than sixty-seven years ago, and continuously since, they have furnished high-grade wagons and trucks for the needs and convenience of the farmer. Subsequently spring passenger vehicles, delivery wagons and harness have been added to the line.

"The advent of the automobile," says the company, "its development and adaptment to the variety of usages of buggies and delivery wagons, has caused the buyer to have a preference for motor

vehicles—resulting in a decreased sale of spring vehicles, which, coupled with a tendency to be satisfied with lower-priced goods than the Studebaker quality, has resulted in our decision that the time has arrived for us to make a change."

Studebaker has concluded that the best and quickest way to meet the situation for the now required greater production facilities for farm wagons and motor cars, is to discontinue the spring vehicle and harness lines. The company, however, inform Canadian Farm Implements that the manufacture of Studebaker farm wagons and farm trucks will be continued aggressively as heretofore and the

high prestige, which they have always enjoyed with the trade, fully protected and maintained.

A New Tractor Book

During spring the Cleveland Tractor Co. published a book especially for dealers, "Sales Quality in Tractors." We have now received from the company another equally attractive book entitled, "Selecting Your Tractor." This publication is intended for distribution to farmer prospects and is devoted to answering and showing how the Cletrac is adapted to the farmer's needs. It should be of the greatest value to Cletrac dealers throughout Canada. A copy will be sent any interested dealer who addresses the company.

Tractor Publicity

We have received from the Bates Machine and Tractor Co., Joliet, Ill., their new booklet, "The End of the Search." This publication deals with why the farmer should invest in tractors, especial emphasis being laid upon the Bates Steel Mule, a crawler type machine produced by this company. This tractor is

a 3-plow machine rated at 15-22. The drawbar h.p. is, however, given as 18 h.p. The company are on the outlook for Canadian distributors to handle their product.

Calculating Net Profit

The following is a simple method by which the farm machinery and equipment dealer can calculate his net profit:

- 1.—Inventory of December 31, 1918, at cost\$.....
- 2.—Add purchases in 1919 \$.....
- 3.—Total\$.....
- 4.—Subtract inventory of December 31, 1919, at cost\$.....
- 5.—Cost of goods sold in 1919 (item 3 less item 4)\$.....
- 6.—Sales in 1919 (cash and credit)\$.....
- 7.—Subtract item 5 from item 6 to arrive at GROSS PROFIT\$.....
- Deductions**
- 8.—Expense of doing business—rent, wages, insurance, a reasonable salary to proprietor, light, fuel taxes and all other business expenses\$.....
- 9.—Depreciation on fixtures\$.....
- 10.—Bad debt losses\$.....
- 11.—Total deductions\$.....
- 12.—NET PROFIT FOR 1919\$.....

Where it's Summer all the Time

This is the season when you are thinking of where you will spend the winter. You cannot do better than consult Grand Trunk Pacific representatives. The railway and steamship route to North Pacific Coast points and California is the new way and is without a peer. The ocean voyage through the quiet seas of the "Inside Passage" between Prince Rupert, Vancouver, Victoria and Seattle is the finest ocean trip in America. Winter rates will be announced shortly. For information and literature apply to any agent of the Grand Trunk Pacific Ry. or write W. E. Duperow, General Passenger Agent, Winnipeg.

Winter in a Warmer Climate

Are you planning to spend all or part of the coming winter on the North Pacific Coast or California? The Grand Trunk Pacific Railway is the choice scenic route. For full particulars apply to any agent of the Grand Trunk Pacific Ry. or write W. E. Duperow, General Passenger Agent, Winnipeg.—Advt.



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

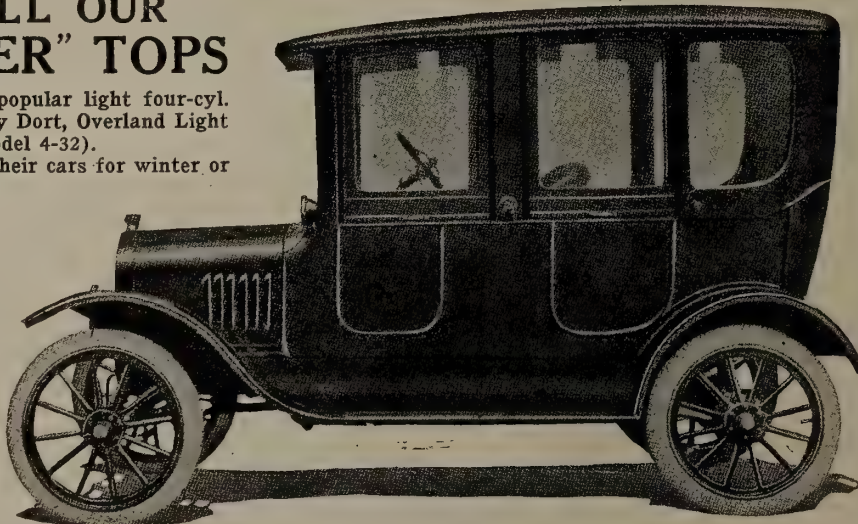
SPEED UP YOUR "SLACK SEASON"

DEALERS: SELL OUR "ALL-WEATHER" TOPS

Made for Ford Touring and all popular light four-cyl. Cars—Chevrolet (model 490), Gray Dort, Overland Light Four (model 90), and Briscoe (model 4-32).

Your customers need not lay up their cars for winter or freeze when driving if you sell them a winter warm top. Patent, flexible sliding windows give any desired amount of ventilation. All four doors open in a few seconds. Convertible into an open top for summer use by removing side sections, doors and quarters. Top is of substantial construction, neat and graceful. We also carry a full line of Ford Commercial Bodies.

SEND YOUR ORDERS



CONWAY LINES GET DEALERS THE BUSINESS

Conway Line Buggies
Heney Harness and Blankets
Woodstock Wagons and Sleighs

Munro and McIntosh Buggies
Viking Cream Separators
Ford Commercial Bodies

MEET THE DEMAND FOR "VIKING" CREAM SEPARATORS

They will build big business for you. You make more profit with less effort. Sales are easier. Lower in price, but no machine, at any price, gets a higher percentage of cream. Get our sales offer on the Viking—NOW.

Sold Exclusively in Saskatchewan by

THE BERT CONWAY ESTATE

Corner Albert and South Railway Streets

Box 33

REGINA, SASK.

SEND FOR
CATALOG
AND
PRICE
LIST



Enough Power To Satisfy Any Farmer



ALLWORK dealers have the advantage of being able to offer a tractor that is built for all-round-the-year work. Powerful enough for heavy plowing—light enough to get out on wet land in early spring or on a soft seed bed, or for harrowing and seeding. Plenty of power for belt work.

The ALLWORK does *all* kinds of field work—with power to spare. Also does *every* kind of belt work (see photo below).



Guaranteed to Burn Kerosene Successfully

Free from freakish features. Runs on four wheels. Carries the largest 4-cylinder engine we know of any 3-plow tractor. Strong enough to haul 4 plows through loose soil. This engine is set crosswise on the frame, thus giving direct spur-gear drive—no bevel gears. And—*this assures 10 to 15 per cent more power at the drawbar.*

Furthermore, it will do any belt work with ease. It has power to spare for practically any job a farmer can call on it to perform. Write for dealers' terms and full details.

Electric Wheel Company, Box 327A Quincy, Illinois

Allwork

KEROSENE TRACTOR

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary, Distributors for Alberta

The Value of Electricity in the Farm Home

In the modern farm home there is no reason why all the conveniences of the city dwelling cannot be had. Water supply systems have ensured hot and cold running water, and with the modern farm light and power plant the farm woman can have access to all the electrical equip-

ment used in city dwellings, such as electric washers, fans, irons, vacuum cleaners, toasters, etc. But especially important is the supply of light in the home and farm buildings.

The Lalley Farming Lighting Co., Winnipeg, distributors for the Lalley Light unit plants, state that their plants are very simple, powerful and reliable installations for farm use. This plant consists

of a gasoline engine direct connected to a dynamo. The size of the engine is 2½ bore by 2-inch stroke. There are no valves, the vapor charge enters and leaves through ports automatically opened and closed by the movement of the piston. The thermosiphon cooling system is used. There are but three moving parts on the engine, the crank-shaft assembly, piston assembly and

centrifugal governor. The crank-shaft and connecting rod run on large ball bearings, giving practically no friction. An automatic governor maintains a constant engine speed regardless of load. Fan blades are cast in the flywheel giving constant draft of air to the armature of the generator. A float feed carburetor and high tension magneto ignition are used, the entire plant being erected on a cast iron base, which, says the company gives a rigid, vibrationless design.

The generator is of simple design and the switch board has very few parts. One switch starts the plant, the engine stopping automatically when the battery is charged and a bell ringing when battery is discharged. These plants are in use on a great many farms in the United States and Canada, and the Lalley Farm Lighting Co. report that every user is an enthusiast for the Lalley plant.

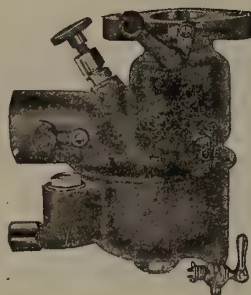
KINGSTON CARBURETORS

ONE FACT TO BEAR IN MIND

THE Kingston Carburetor combines efficient performance with established reputation. Not only is the Kingston the best, it is the **acknowledged** best. Farmers everywhere, from conclusive experience, prefer tractors that are Kingston equipped.

Thus the dealer who handles tractors provided with Kingston carburetors knows that he is offering his trade the best that the market affords. He knows further that the Kingston equipped tractor is the trouble-proof tractor so far as carburetion is concerned.

Kingston Carburetors dominate the tractor industry. They have met the approval of 122 progressive manufacturers.



WRITE FOR THE KINGSTON STORY

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Fanning Mill Concern Opens Winnipeg Branch

The Standard Fanning Mill Co. advise having opened a distributing and branch assembling plant at Winnipeg where in the future all their business will be carried on. This firm manufacture the Standard Fanning Mill, which, states the manufacturers, is becoming one of the greatest sellers in Canada, due to its being such a large capacity machine as well as a perfect wild oat cleaner.

The Standard Fanning Mill Co. have been in business in Minneapolis for six years, and two years ago commenced doing business in Saskatchewan, having their head office at Regina, Sask. They now find the demand for their machines is larger than they anticipated, and to better take care of the trade have moved to larger quarters in Winnipeg, where they will be in a position to fully take care of all orders for machines, repairs, etc.

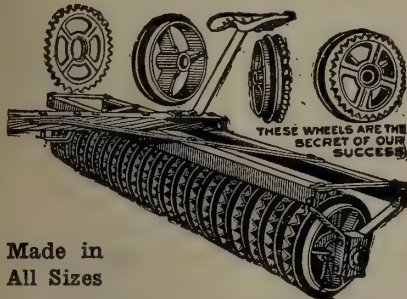
The Standard Fanning Mill says the company, has patented features found on no other mill in the market, so that it is somewhat different from the old style machines, which is no doubt one reason it is taking so well. This machine is manufactured in five sizes, to be operated by hand or power. It is stated to clean all types of grain and to have exceptional capacity.

Art. Anderson, formerly in charge of Regina branch, will continue in charge of sales, at the Winnipeg headquarters.

Keep a follow-up of all inquiries for future possible sales.

THE WESTERN PULVERIZER PACKER AND MULCHER

*An Implement Every Farmer Requires to Stop
Evaporation and Conserve the Moisture . . .*



Made in
All Sizes

Strongly built; saves labor and makes a perfect seed bed. Made in following sizes:

PLOW PACKER—2 ft. 6 in. two-furrow; 4 ft. three furrow.

SINGLE SECTION—4, 6, 8, 10 and 12 ft. sizes.

THREE SECTION—11, 15 and 21 ft. sizes.

LINCOLN TRACTOR GANG PLOWS

Two or Three Bottoms. Lever Action Raises Third Bottom

Adaptable to any style tractor. Rear lever lifts third (outside) bottom clear whenever desired, making a two-bottom outfit in a moment. Third bottom quickly detached if necessary. Bottoms can be raised to clear ground 6 to 8 inches. Screw crank gives quick adjustment of bottoms to any depth. A cord operates the automatic lift action. Unusual clearance provided. The Lincoln has no gang wheels, and by single unit construction we eliminate the greatest cause of clogging. Hitch adjustment—vertical and horizontal. Safety pin break. Rigid construction permits backing. Ask for folder.

ASK FOR LITERATURE AND AGENCY OFFER

Cushman Motor Works of Canada, Limited

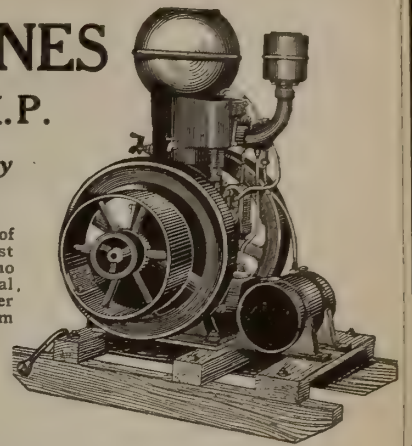
Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

LISTER ENGINES

2, 3, 5, 7 and 9 H.P.

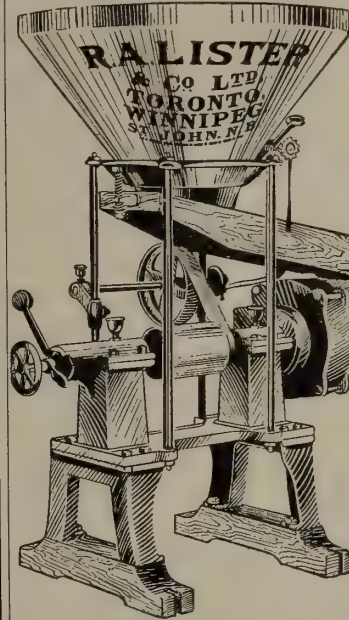
*Make the Dealer More Money
than any other line sold.*

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition — no batteries. Automatic lubrication. Economical to run. Shipped complete with skids. Lister engines are what the farmer wants. Sell them this winter and make money.



LISTER GRINDERS

We guarantee Lister Grinders to grind more feed on the same power than any grinder of the same size on the market. Great capacity, easy running, never clogs. Handle all feeds with equal success. Strong, reversible plates with worm force feed. Equipped with bagger attachment when ordered. Sold with or without base. Get our prices on them.



**Is there a Lister Agent in
your Territory? If not, get
our Proposition, NOW.**

OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping, Outfits, etc.

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN.

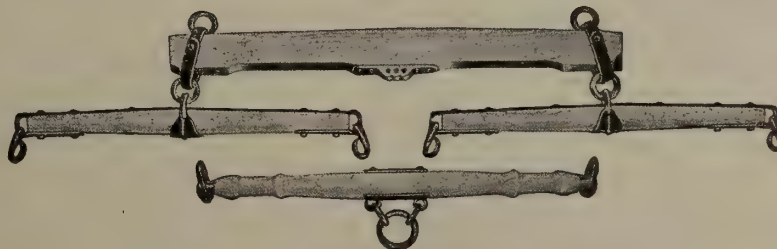
TORONTO, ONT.

DEALERS: Hitch to these Profit Pullers

There is a continuous profit in handling Gregg Woods. It begins when the farmer puts the load on them. Your customer sees their strength and shows his confidence in Gregg Goods by giving you future business.

GREGG WAGON and IMPLEMENT WOODS

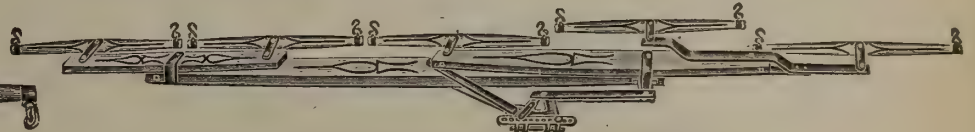
**Remember—"If it
Comes from GREGG
it Must be Good"**



STEEL CLAD WAGON SINGLETREES, EVENERS and
NECKYOKES IN SETS



COMBINED TWO AND THREE-HORSE EQUALIZERS



FIVE HORSE GANG PLOW EVENERS



PUT THE STRAIN ON GREGG WOODS—THEY WILL STAND IT

Don't jeopardize your wood goods business by handling any line but the BEST. For years the quality and tough, enduring service of Gregg Woods have built a reputation in the field that creates repeat orders for the dealer. Every item made from specially selected hardwood stock. Paint and varnish covers no imperfections in Gregg products. It's worth while in sales, satisfaction and profits to handle Gregg Goods.

WE MANUFACTURE—Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees; Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets; 3 and 4-Horse Hitches; 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners. WAGON HARDWARE—Clips, ferrules and hooks, neckyokes, centre and end irons, wagon box straps and rods, etc.

ALL LEADING JOBBERS HANDLE THEM—WHEN YOU ORDER SPECIFY GREGG GOODS

THE GREGG MANUFACTURING COMPANY LTD. Winnipeg, Man.

Beatty Organization Held Convention

Beatty Bros., Limited, manufacturers of barn and stable equipment at Fergus, Ont., recently held a gathering of their Ontario salesmen at the Fergus head office. For three days plans were discussed for the new business year which commenced in September. The salesmen were accompanied by their wives, all being royally entertained by the Beatty Bros. organization. A

musical program closed the convention, provided by office talent and the well known Fergus orchestra.

I.H.C. Plant Names

The International Harvester Co., Chicago, states that the Chattanooga Plow Co., recently absorbed by the harvester concern, will continue to be known under that name, but for brevity will be designated in routine matters as the "Chattanooga works."

The P. & O. Company, at Canton, Ill., however, is to be known as "P. & O. Works, International Harvester Company."

Remy Electric Publishes Text Book

The Remy Electric Co., Chicago, have recently issued a very useful book for tractor and automobile dealers, entitled, "Starting, Lighting, Ignition—Simplified." This book is said to be the first thorough explanation of automotive electrical equipment in which the terms of electrical science as applied to the automobile have been reduced to the everyday language of the average dealer.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

E. & B., Sask.—Parts B 159 and B 160 are the upper and lower ball bearings for a disc harrow made by the International Harvester Co., Chicago, Ill. You should be able to get new boxings through the nearest branch of the International Harvester Co., of Canada.

H. C. G., Sask.—Boxing B 726 is the spool boxing for a disc harrow made by the Moline Plow Co., Moline, Ill. You can obtain new part from the John Watson Mfg. Co., Winnipeg.

B. T. T., Man.—The New Ideal grinder is one of the Gould, Shapley line, manufactured in Brantford, Ont. For a set of new 12-inch plates, address the Gould, Shapley and Muir Co., Portage la Prairie.

J. E. D., Man.—You can still obtain repairs for an engine made by the C. S. Judson Co., by addressing them at 291 Owena St., Winnipeg. This concern is still in business.

F. G. S., Sask.—There is no foundry in Winnipeg producing malleable castings. The following Canadian companies are the nearest from which castings may be had: Canadian Malleable Iron Co., Owen Sound, Ont.; Galt Malleable Iron Co., Galt, Ont.; International Malleable Iron Co., Guelph, Ont.; Canadian Car and Foundry Co., Montreal, Que.

S. K., Sask.—The two furrow disc plow with parts numbered D 101 and D 102 is not a Cockshutt. These numbers, for which you give no specific details, coincide with parts on an old Hancock disc plow. The Bateman-Wilkinson Plow Co., Toronto, still carry some repairs for Hancock plows. Try them for parts. Cockshutt disc plows are lettered "D. P."

W. A. H., Sask.—The disc harrow with wheel clamp on fore truck numbered B 1503, is made by the Moline Plow Co., Moline, Ill. You can obtain the part

from the John Watson Mfg. Co., Winnipeg, which concern carries all Moline implement repairs.

N. F. L. Co., Ont.—The Hapgood disc plow is made by the Hapgood Plow Co., Alton, Ill. Write the factory direct. No parts are carried in Canada.

F. B., Alta.—Nos. 1003 and 1004 burrs for a feed grinder are from an Adams grinder made by the Marseilles Co., East Moline, Ill. The nearest branch of the John Deere Plow Co. could get repairs for you.

S. I. Coy., Sask.—There is no straw spreader manufactured known as the "Duplex." Are you confusing the name with the "Simplex" spreader, manufactured by the Manson-Campbell Co., Detroit, Mich.

S. & G., Man.—Part D124 is a rear furrow wheel yoke for a sulky plow made by the Fuller & Johnson Co., formerly of Madison, Wis. The Madison Plow Co., Madison, now carry parts for this line.

W. H. W., Sask.—The Tiger mower was made by the Stoddard Mfg. Co., now out of business. No repairs can be had for these machines.

C. J. K., Alta.—Parts L 24, sleeve; L 25, hub, and L 36, disc spindle are for a cultivator made by the American Seeding Machine Co., Springfield, Ohio. Write the factory direct for parts.

R. S. H., Man.—Disc harrow parts K515, tongue and crossbar center plate and K 416, gauge casting, are for a disc harrow made by the Deere & Mansur Works, Moline. You can get repairs through the John Deere Plow Co., Winnipeg.

H. M., Sask.—Sulky rake with parts 804, 932 and 934 is made by the Oliver Chilled Plow Works, South Bend, Ind. For repairs address the Minneapolis branch.

F. C., Man.—The Bull Dog gasoline engine is made by the Bates & Edmond Motor Co., Lansing, Mich.

M. & R., Sask.—HD 1 is a cap for bearing standard and HD 2 a bearing standard for disc harrow made by the Racine-Sattley Co. The only repair source for this line is the Martin & Kennedy Co., Kansas City, Mo.

A. M. R., Man.—The feed grinder with burr marked C1 is made by the Stover Mfg. Co., Freeport, Ill. For part address the Canadian Stover Co., Brandon.

G. E. & S. Co., Man.—Austin well drills are made by the Austin & Western Co., of Chicago. For repair parts, write direct to the factory.

PUMPS

AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.

(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL

Phone 607

19-6th Street Brandon, Man.

A Big Selling Line for the Holiday Season

Big
Dealers'
Profits

THE 'VIOLA'

(Registered)

Every customer is a prospect for the "Viola," the highest grade phonograph sold. With its sweet and mellow tone, it makes "Nights of Gladness" in every home. Full sized cabinet of handsome, stately design. Beautiful mahogany or natural fumed oak—an ornament in any room. Nickel-plated fittings. Equipped with heavy, durable, double spring motor; silent winding and running. Speed regulator. Universal tone arm plays any make of record. Over 2,000 "Violas" in use. Absolutely guaranteed against defects. Ask for full particulars.

Write or Wire for
Exclusive Agency.

DOMINION SEWING MACHINE AND
PHONOGRAPH COMPANY

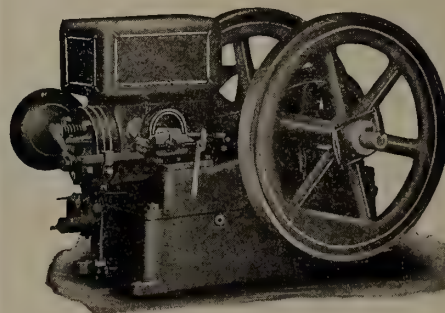
300 NOTRE DAME AVENUE,
WINNIPEG



The Lowest Price, High
Class Phonograph on
the market to-day . .

MADE
IN
WINNIPEG

Simplicity—Certainty—Power



JUMBO
Kerosene-
Gasoline
ENGINES
3, 5 and 7 H. P.

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horse-powers.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG

REGINA

SASKATOON

CALGARY



CANADA'S PROSPERITY RESTS WITH YOU

Continued Business Activity and Good Wages
Depend on Canada's New Victory Loan

DURING the past four years Canada's prosperity has been due largely to orders from Great Britain and our Allies.

Canada was able to obtain these orders because she advanced credit to these countries.

Canada was able to give this credit only because you bought Victory Bonds.

Great Britain, with France, Belgium, and other Allies, are now prepared to place large orders with us for the products of our factories, farms, forests and fisheries—provided Canada again gives them credit.

Credit must be given if we are to have any guarantee of good

times and good wages. But our workers on these orders must be paid their wages in cash; so, much of the money that you invest in Victory Bonds will go out in wages to Canadians.

You will be absolutely protected—you will get a good rate of interest and all of your money will be paid back at the time stated in the Bond.

Every cent will be spent in Canada, and ultimately circulate to the benefit of all.

Canada can give this credit only if you again buy Victory Bonds.

If Canada is not able to give this credit, other countries will. Therefore Canada's continued prosperity rests with you.

VICTORY LOAN 1919

"Every Dollar Spent in Canada"

Issued by Canada's Victory Loan Committee,
in co-operation with the Minister of Finance
of the Dominion of Canada.

Cushman Will Manufacture Wild Oats Separator

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently concluded arrangements whereby the Cushman organization will now have the exclusive sale in Canada of the well known Hoiland Wild Oats Separator, produced by Albert Hoiland, Fargo, N. D.

The Hoiland Wild Oats Separators, says Mr. Donovan, will be manufactured by the Cushman company right in Winnipeg so that Canadian dealers will be assured prompt supply of this line. The Hoiland machines have a system of separating wild oats found on no other grain cleaner. It is contended by the manufacturers that any sieve system for the separation of wild oats is only partially efficient as of necessity

Name	Rating	Number Bot'ms	Time Hr.-Min.	Depth of Furrow	Acres Plowed	Total Fuel, Gal., Ker.	Gas.	Kerosene Per Acre	Total Fuel Per Acre	Fuel- Labor Per Acre
Oil-Pull.....	16-30	4	2.59	7.36	2.92	9 7/16	1 1/8	3.39	.483	1.10
Peoria.....	12-25	3	2.52	7.7	2.58	11	1 1/4	3.81	.552	1.187
Heider.....	12-20	3	3	7.75	2.27	9 5/8	3/8	4.24	.615	1.408
Hart Parr.....	12-25	3	2.42 1/2	7.41	3.66	10 5/8	3/8	3.47	.482	.982
Lauson.....	15-25	3	2.56	6.58	3.10	9 3/8	1/2	3.11	.465	1.036
Avery.....	14-28	3	3	7.31	3.10	9	1	2.9	.456	1.02
Illinois.....	15-30	4	3	7.83	3.41	11 7/8	9/16	3.46	.525	1.05
Liberty.....	15-30	4	2.31	7.33	3.47	8 1/2	1 1/4	2.47	.418	.938
All Work.....	14-28	3	2.55	7.06	2.56	10 3/16	3/16	3.91	.561	1.26
Parrett.....	12-25	3	3	7.45	3.15	10 1/2	1 3/8	3.15	.567	1.14
Oil-Pull.....	12-20	3	2.42	6.76	2.6	9 3/4	1/4	3.47	.547	1.228
Titan.....	10-20	3	2.58	7.38	2.69	7 1/4	3/16	2.69	.392	1.06
Fordson.....	22	2	2.41	7.6	1.91	5 1/2	1/16	2.74	.391	1.333
Huber.....	12-25	3	3	7.32	2.74	6 1/4	3/8	2.28	.347	1.003
Wallis Cub.....	15-25	3	2.45	8.38	2.5		6 1/2	*2.63	.545	1.265

*Gasoline; others all kerosene.

OFFICIAL RESULTS OF THE NORTHERN ILLINOIS TRACTOR DEMONSTRATION WHICH WAS HELD RECENTLY AT STREATOR

the smaller berries of the tame oats pass through the perforations of the sieve along with the thin wild oats. This means the loss of a good percentage of oats under average conditions. It was also found that by the old method many of the larger wild oat kernels are left in the grain, that neither sieves nor blast can separate from the oats, barley or rye.

All wild oats have whiskers in the grove in the shell. This fact is the key upon which depends the efficiency of the Hoiland separator. The machine is of simple design. A large drum of galvanized iron, with electric welded seams and reinforced by heavy channel is mounted on two flanged wooden rollers.

The drum is lined with a specially woven, heavy cotton flannel. The wild oats, having sucker mouth, adhere to the flannel and are automatically scraped off by a wire falling into a trough which conveys them into the hopper end of the separator. The tame oats roll out of the opposite end of machine. The average capacity of this separator is approximately 25 bushels per hour

depending upon the condition of the grain.

With this machine, says the Cushman company, no stoppage and clearing of sieves is necessary. The flannel drum lining is guaranteed to last for 2000 bushels and can be replaced for about one dollar.

A Wagon Built for Canadian Conditions

The John Deere Plow Company are at present finding a very satisfactory demand for their Reliance wagons—a line especially constructed for Canadian conditions. A scrutiny of the construction of these wagons shows an exceptionally high quality in stock and good workmanship and finish throughout.

The Company state that air-dried and seasoned lumber is used in the Reliance wagon, giving a job that will stand up under the most severe service conditions. Felloes and spokes are made of white oak. Hubs are of black birch. The open hearth steel tires are rounded over the edge of felloes giving a strong hold in

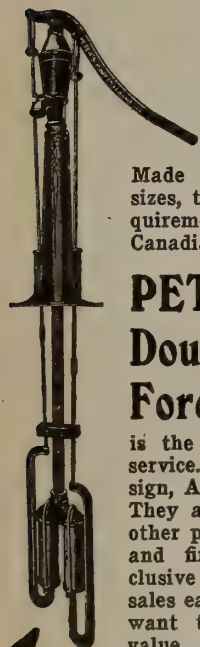
the driest season. Hard maple axles in the Reliance show a finish that should ensure smooth running, while the bolsters, reach, hounds and pole are of white oak. Trees and neckyokes are of selected hickory, and the boxes are of southern box-board stock, with yellow pine bottoms and maple and oak crossbars.

In the fittings open hearth steel is used throughout, giving a strength of construction that, says the manufacturers, ensures long life. The finish is exceptionally attractive—all wooden parts being treated with linseed oil and red lead, followed by painting, stripping and varnishing.

The John Deere Plow Company are also marketing their new Reliance farm sleigh which has many constructional features that will appeal to the farmer who is on the market for a sleigh this winter. With this line Deere dealers should have a good demand.

Don't do any work that others can do if it takes your time and prevents your doing more important work.

PETERS PUMPS



Give More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters'
Pump
Proposition
for 1919

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING
OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Keosauqua, Ill.

Exclusive Canadian Agents:

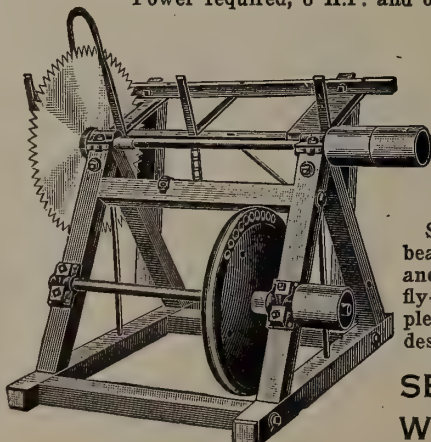
Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for
Particulars.

Watson's 3-Roll Grain Crushers

A line the dealer will find quick moving and profitable. The grain is fed to three grooved rollers, running at different speeds. Fineness of work quickly regulated by set screws. Strong iron frame; heavy fly-wheel. Pulley furnished as regular equipment. Rolls, 12 x 6 inches. Power required, 6 H.P. and over.

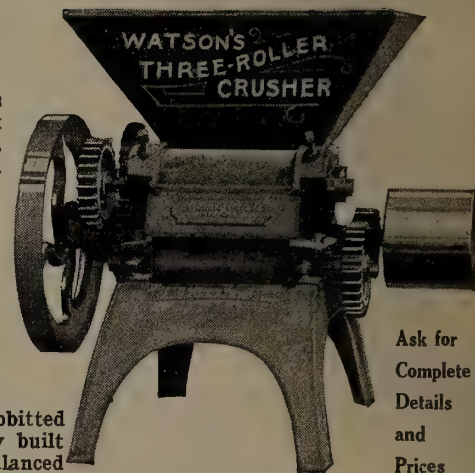


HANDLE OUR HARDWOOD FRAME WOOD AND POLE SAWS

Solid steel shafts and high grade babbitted bearings. Hardwood frame is strongly built and rigidly braced. Heavy, solid, balanced fly-wheel and three 5 x 6-in. pulleys. Complete saw mandrels supplied separately if desired, also blades in all sizes.

SEASONABLE WATSON LINES

Feed Cutters (7 styles), Root Pulpers, Roller Crushers, Grain Grinders, Wood and Pole Saws, Whiffletrees, Farm and Bush Sleighs, Horse Powers, Wheel Barrows, Viking Cream Separators, Hand and Power Washing Machines.



Ask for
Complete
Details
and
Prices

The Watson Agency Pays

John Watson Mfg. Co.

311 CHAMBERS STREET, WINNIPEG, MAN.

A Handy Unit Lighting Plant

The modern farm is incomplete without an electric light installation, and the demand for these plants steadily increases. Not only for the farm trade, but to sell in the small town for house or store use, halls, churches, schools, etc., the electric lighting plant offers a good sales opportunity to the retail implement dealer.

Lack of vibration is an essential in a lighting plant, as in these outfits severe vibration destroys alignment and throws bearings and gears out of adjustment. Robinson-Alamo, Ltd., Winnipeg, distributors of the Silent Alamo farm power and light plant state that vibrationless, silent operation is the great feature in their installations. The Silent Alamo is stated to be the quietest running motor ever invented. This, it is claimed, is due to the rotating sleeve valve motor, and to the scientific balancing of weight. The whole plant can be set upon three tumblers, on the top of an ordinary kitchen table, and it will run, says the company, as perfectly as if bolted to a solid concrete base. The Silent Alamo forms a compact unit. All parts except the battery are mounted on a metal base. No other foundation is necessary.

Points claimed for this plant are: enclosure of all moving parts, automatic control of motor, which stops when the batteries are fully charged; all parts are oiled by rotary force pump and an automatic throttle governor controls the speed of the engine all the time. The sleeve valve construction eliminates spark plug fouling. Robinson-Alamo, Ltd., have one of their plants mounted on a motor truck, which they drive through western territory demonstrating the efficiency of their plant.

Buy Food for Workmen

In order to combat the high cost of living, the Advance-Rumely Co., of La Porte, Ind., announced that it would buy groceries and other commodities in large quantities and sell them to their 4,000 employees at first cost, plus the expense of handling.

A New Truck Concern

Beaver Truck Builders, Ltd., is the name of a new company which has been incorporated with powers to manufacture, buy, sell and deal in motor cars, automobiles, motor trucks, tractors and conveyances of all kinds. The authorized capital stock is \$250,000. The head office of the company will be at Toronto.

Canada's Foreign Twine Trade Grows

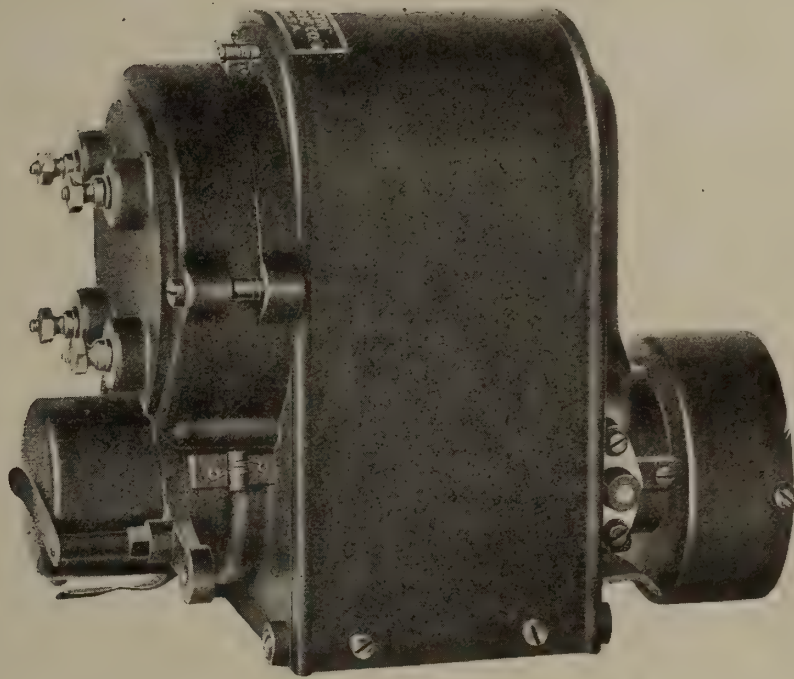
The lower demand for binder twine in Western Canada this year will be partially offset by the increase in export trade. Many foreign customers are looking to Canada for their supply of twine, and a trade is being developed that is calculated to add

much strength to the domestic industry.

The consumption of binder twine in Canada has been estimated at 36,000 tons per year, of which a Canadian financed company supplies 6,000 to 7,000 tons, part of the balance by two companies operated in Canada by American capital, and the balance is imported mostly from the U.S.

A British firm in Argentina imported 750 tons of Canadian binder twine last year and is taking about 2,500 tons this year.

Canada's total exports of binder twine for the year ending March, 1918, were \$1,194,962, and for the following year \$2,574,734. The imports, however, totalled \$8,593,238 for the former year, and \$5,457,632 for the latter year.



A more dependable magneto, with a hotter spark—a magneto that enables you to get that last atom of power from your fuel—a magneto that means long service, a magneto with a true automatic impulse starter—that is the time-tested Kingston.

KINGSTON MAGNETOS

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

The New "Canadian" Tractor

The Alberta Foundry and Machine Co., Medicine Hat, Alta., is one of the Canadian plants which did its bit during the war in making munitions. Now, on a peace basis, the plant has been remodelled for the production of a farm tractor which is named the "Canadian." An illustration of this tractor, shown on this page, indicates remarkably good design, and the company intends to place 1,000 of these tractors on the market for next year's use.

The Alberta Foundry and Machine Co., Ltd., have been in operation in Medicine Hat since 1911 and have grown from a comparatively small plant, as at that time, to the now existing plant with 25,000 square feet of floor space and equipped with the latest modern equipment for the successful manufacture of tractors. In its organization are men of much experience, both in practical engineering and tractor design and construction.

J. E. Davies, president of the company has followed engineering and machine construction for the past twenty-four years, sixteen of which was in Eastern Canada and the balance in Medicine Hat. The designer of the "Canadian" tractor has devoted his entire time since 1902 in the designing and building of tractors in the United States, and is considered as one of the most capable tractor men in America today. Particulars of this Dominion-built tractor will be of interest to the readers of "Canadian Farm Implements."

Specifications

The "Canadian" tractor is rated at 14-28 H.P. and has a drawbar pull of 2,400 pounds. Three 14 inch plows are recommended. The dimensions of the tractor are: Length, 152 inches; width, 92 inches; height, 70 inches. The wheel-base is 108 inches and the total weight of the machine 6,500 lbs. The turning radius is 12 feet. The rear drive wheels are 52 inches in diameter by 13 inch face; the front wheels 30 inches by 6½ inch face.

Engine—of the company's own make, 2 cyl., horizontal, cast en-bloc, 4-cycle. R.p.m. of engine 675. Connecting rod bearings, 2¾ inches diameter by 3¾ inches long. Main crank shaft bearings, 2½ inches diameter by 6 inches long. Oiling system—Madison-Kipp force feed oiler, 6 feed. Governor—Fly ball type. Carburetor—Kingston 1¾ inch.

Kerosene is used as fuel, from a 22-gallon capacity tank. A 2½

gallon tank of gasoline is used for starting only. Ignition is by the Atwater-Kent system, with automatic advance and retard of spark. Cooling is by a circulating pump, 1,550 r.p.m., with a



The Canadian 14-28 H.P. Tractor. Made at Medicine Hat, Alta.

Modine radiator and Oakes fan. The belt pulley is 14 inches in diameter by 6 inch face.

Transmission—Is of the sliding gear, enclosed, oil bath type. Final drive. Roller pinion with hardened steel rollers and pins. Bull gear cast integral with rear rim. Front axle solid, 1¾ inches diameter. Clutch shaft, 1¾ inches diameter. Rear axle solid, 2½ inches diameter. Transmission shaft, 2¼ inches diameter.

Frame—Has 3-point suspension, the main frame being cast in one piece. The self-cleaning traction lugs are cast integral with the rear wheels. The speeds provided in the "Canadian" are one ahead and reverse, 2½ miles an hour.

Drive Wheels—The rear drive wheels are of unusual design. As stated they have self-cleaning lugs cast in, also the bull gear and pockets for wheel spokes are cast integral. The eight spokes in each wheel are made of 3 inch square hardwood, one end fitting into the pocket on the rim of the wheel, the other end into a spoke cap carried on the hub of the drive wheel. The spoke caps are prevented from moving endways by means of bolts fastening through a flange of hub, and this also allows for tightening up the spokes and keeping them in proper tension.

Front Axle Support—The front axle support is connected to the main frame by a wood beam 10 inches square, which is strongly bolted at each end, ensuring ample strength together with flexibility. This beam also affords a support for the radiator,

fan and pump, used for the cooling of the cylinder and valves.

The front axle support, which is in two castings besides supporting the front axle, carries the fuel tank and the steering gear, which operates by means of a worm and worm wheel and chains

attached to the ends of the front axle.

Engine Features—The ends of the push rods carrying the cam rollers are carried by hangers from an overhead shaft, thus ensuring perfect balance and smooth motion, eliminating the heavy push rod guides with their friction that are found on most horizontal engines. On removal of the inspection plate on the crank case cover the crank shaft, cam shaft, and connecting rods, are exposed and slight adjustments can be made without removing the crank case cover. The oiler is in full view of operator. The lubricating system throughout is most efficient.

The engine is bolted down direct to the main frame which is cast in one piece, and which carries the clutch shaft and transmission shaft bearings, thus ensuring perfect alignment, at all times, of the engine and gearing. The drawbar also is part of the main frame, and has holes for lateral adjustment, so that there will be no side draft when plowing.

In the "Canadian" tractor, the manufacturers claim remarkable simplicity of construction, with very few parts. Their ideal is to produce a tractor for the Canadian farmer rated so that it would have great reserve power. Less attention was paid to following fine automobile lines than to the essentials of making a tractor that would be strong, rigid, economical, and beyond all that would give the dealer a machine that he could sell at a very moderate price.

U. S. Plow Men Find Business Good

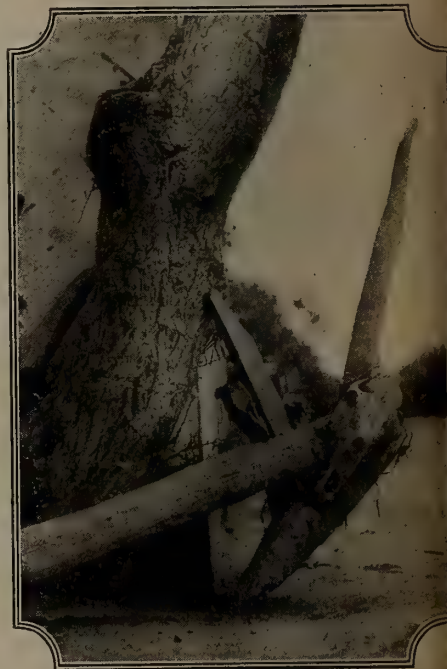
From reports of the plow and tillage department of the U. S. National Implement and Vehicle Association, which held a meeting in Chicago September 18, it is evident that plow trade in the United States is in a very prosperous condition. Stocks in the hands of dealers are generally cleaned up and a good sales demand evident. Farmers are investing heavily in power farming equipment.

At a meeting of the wagon department of the association it was reported that the wood stock situation is unusually serious. The association has a special committee co-operating with the U. S. Government forest service endeavoring to find substitutes for some materials which are now almost out of reach.

A Plow of Weird Design

The implement dealer comes across many plows during his business career — walking, sulky and gang. But few men have seen so strange a plow as is here illustrated. This primitive plow, says the "Case Eagle," house organ of the J. I. Case T. M. Co., Racine, Wis., is used on a farm near Lima, in Peru, South America.

The plow point is of iron, and the moldboard is made from the



A Primitive Peruvian Plow

skulls of horses. It is used as a lister for furrowing. Removing one skull makes a plow of the contraption. It is claimed that this kind of plow gives good results in Peru, but it would require a skilled operator to handle it. The only repairs that they have to buy for this prehistoric plow are the iron points and some wire for attaching the skull "moldboards."

OPENS OCT. 15th

International Farm Tractor and Implement Exchange

GRAND CENTRAL PALACE
NEW YORK CITY

YOU cannot help being interested in this permanent exposition of manufacturers and selling agencies for farm tractors, trailers, plows, harvesting machines, agricultural water works, etc. Dealers and buyers from all over this country and many other countries will visit it.

The buyer will be saved the enormous labor of searching out the widely scattered factories and sample rooms. He will find what he wants conveniently displayed on one floor, under one roof in this largest exposition building in the world. It will simplify his work; save time and energy.

Now is the opportunity for you to branch out and do more business by securing space and displaying your products to these *thousands* of American and foreign buyers. It can be done at about one-tenth the cost of maintaining a first class salesman on the road visiting but a *limited* number of buyers.

The International Farm Tractor and Implement Exchange is one of the eight permanent expositions in Grand Central Palace operated by the Merchants and Manufacturers Exchange of New York. The latter is owned and controlled by the Nemours Trading Corporation, which has nineteen branches and 3,000 selling agencies throughout the world. The commercial connections that exhibitors will find possible to make through this organization will prove invaluable.

INTERNATIONAL FARM TRACTOR AND IMPLEMENT EXCHANGE

Grand Central Palace

Lexington Avenue, 46th to 47th Streets,

New York



Dealers: The Burd Ring Agency is a Money-Maker for You



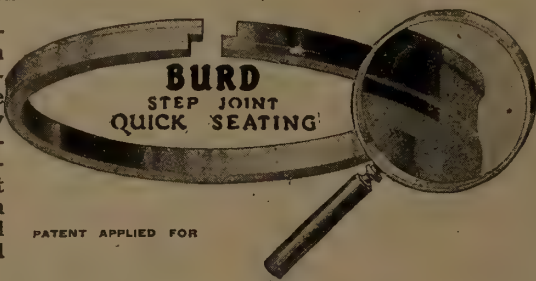
SELL THEM FOR: Tractors, Automobiles, Stationary Engines, Motor Boats, Motor Trucks, Motor Cycles. All Engines, Pumps and Compressors.

Dealers who display Burd High-Compression Rings sell more power to every owner of a motor or engine.

STANDARD EQUIPMENT ON CURTIS AEROPLANES AND MANY LEADING AUTOS, TRACTORS AND TRUCKS

Individually cast from selected iron. Not turned; ground-finished to within $\frac{1}{4}$ of 1-1000th inch of a perfect circle. Burd Rings prevent leakage of power, save fuel and ensure economical operation. Equal tension. Make a gas-tight contact all around the cylinder walls. No gap. Give more power on less fuel and oil.

Our Quick Seating Step-Joint Rings are made in all sizes. Note the two-thousandth inch groove on ring face. Especially adapted for worn cylinders. Burd Rings eliminate lost compression, lost power, faulty lubrication and carbon deposits. Sold by Jobbers, Dealers and Garages.



PATENT APPLIED FOR

WRITE FOR DEALER'S DISCOUNT

BURD RING SALES CO. OF CANADA

322 MCINTYRE BLOCK

WINNIPEG

Distributors for Manitoba, Saskatchewan, Alberta and British Columbia

BULL DOG FANNING MILLS Famous Wherever Grain is Cleaned

Ensure Clean Grain, no dockage, and bigger profits for your customers. Every Bull Dog Mill sold sells another

Get the
Bull Dog
Agency



BULL DOG MILLS

Made in five sizes:
24, 32, 40, 48, and 64
inch sieve widths
Capacities:
25 to 150 bushels per hour

The New Improved 40-inch BULL
DOG, with Wagon Box Elevator

The 40-inch New Improved Bull Dog is just the size to suit the average farmer. It is like all the members of the Bull Dog family, the strongest, most efficient grain cleaner on the market. Has exclusive features found in no other mill sold. The Force Feed Roller gives a perfectly even flow of grain over sieves, and the Weed Screen Sieve ensures dustless operation and a perfection in cleaning results that no mill has equalled. Dealers: We can ship any size Bull Dog on receipt of order. Ask for literature and prices.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET :: WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to
R. W. DOW, Box 1406, Calgary, Alberta

BE READY WITH "T-A" WAGONS AND TRUCKS

"EMPIRE" Western Farm Wagons Meet
the Demand for Quality

They Bring Dealers
The Wagon Business



Made in eight sizes. Double boxes are absolutely grain-tight. Axles, select hickory. Truss rods extend from end to end of axles. Gears (front and rear) double clipped and heavily ironed. Dust-proof skeins made from semi-steel castings. Wheels have birch hubs, oak rims and spokes. Rims are rivetted. Steel clad reach and tongue. Lazy-back seats. Attractively painted and finished. Skeins: $3\frac{1}{4} \times 10$ and $3\frac{1}{2} \times 11$. Tires: $2\frac{1}{2} \times \frac{1}{2}$ and $3 \times \frac{1}{2}$. Wheels: 44-52 inches. Bolster: 38 inches. Box depth: 28 inches. Capacities: 4,000 to 6,000 lbs.

ASK FOR PRICES AND LATEST CATALOGUE

Get a "HANDY" Farm Truck on Your
Floor Now. Watch Them Sell



Our No. 88 "Handy" Truck

A line that sells in any territory. Skein: $3\frac{1}{4} \times 10$ inches. Tires: $4 \times \frac{3}{4}$ inches. Wheels: 28-34 inches. Bolster: 30 or 40 inches. Capacity: 3,000 lbs.

The short-turn, cut-under design practically gives a right angle turn. Bolsters have removable, malleable stakes, taking 38 or 40-inch wagon boxes as required. Bolsters and sand boards heavily plated. No front hounds. Reach rests between axle and short sand board. Pole is attached by heavy eyebolt, or shafts can be had as ordered. Ask for prices and full particulars of this seasonable line.

We handle: Tractors, Engines, Disc and Moldboard Plows, Feed Grinders, Manure Spreaders, etc. Write for Agency Proposition.

IDENTIFY YOURSELF WITH T-A GOODS

TUDHOPE-ANDERSON CO., LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY

CANADIAN FARM IMPLEMENTS

VOL. XV., No. 11

WINNIPEG, CANADA, NOVEMBER, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 Cents

UNION BANK OF CANADA



Head Office: Winnipeg

LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital - \$5,000,000.00
Deposits Over - \$127,000,000.00
Total Assets (as at Nov. 30th, 1919) Over - \$153,000,000.00

THE PIONEER BANK of WESTERN CANADA

INSURANCE OF ALL KINDS

HAIL

Employers' Liability Assce. Corp., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

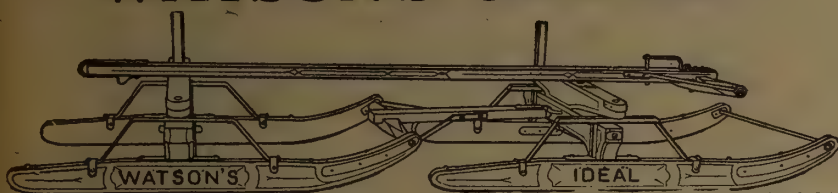
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

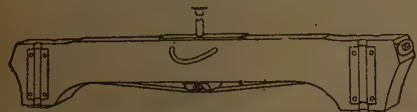
WATSON'S SLEIGHS



Ideal Sleighs are made in all sizes: Steel or Cast Shoes. Note our Patented Trussed Bench. Runners—White Oak. Benches—Grey Elm or Oak. Poles and Reaches—Heavy White Oak. Heavy Steel Bracing throughout.

Special quality, seasoned, straight grained woods. Runners have point of contact directly below bench. Shoes, curved at rear, allow backing. Ride on top of road—No Skidding.

Size for Size, carry heavier loads than any other Sleigh made



TRUSS ROD GIVES TRIPLE STRENGTH

John Watson Mfg. Co. LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

"CYCLONE" GRINDERS

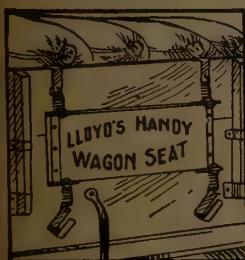
Four Sizes: 7, 8, 10 and 12-Inch Plates

Low-down, rigid design. Hopper holds over 4 bus. Takes little power to drive. Great capacity. Bearings have ring oilers; end thrust ball bearing. Heavy, balanced flywheel assures constant speed. Strong, flat reversible plates are exceptionally hard. Worm force feed.

Ask for Particulars



THIS WAGON SEAT SELLS ITSELF



The Wagon Loaded

Carry 600 lbs. with ease and are the lightest, most practical seats made. Get a dozen on your floor and watch them sell. We have a large stock on hand. Order your wagons less seats and supply the Lloyd's. Write for full particulars and prices—to-day.

Lloyd's seats fit any wagon or sleigh box made. Take up no box space; give protection from wind and full control over the team. Strong spiral springs, specially tempered, give an easy riding motion.

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS



Going Home

MANUFACTURED AND GUARANTEED BY THE
WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA.

TO GUARD THE HOME

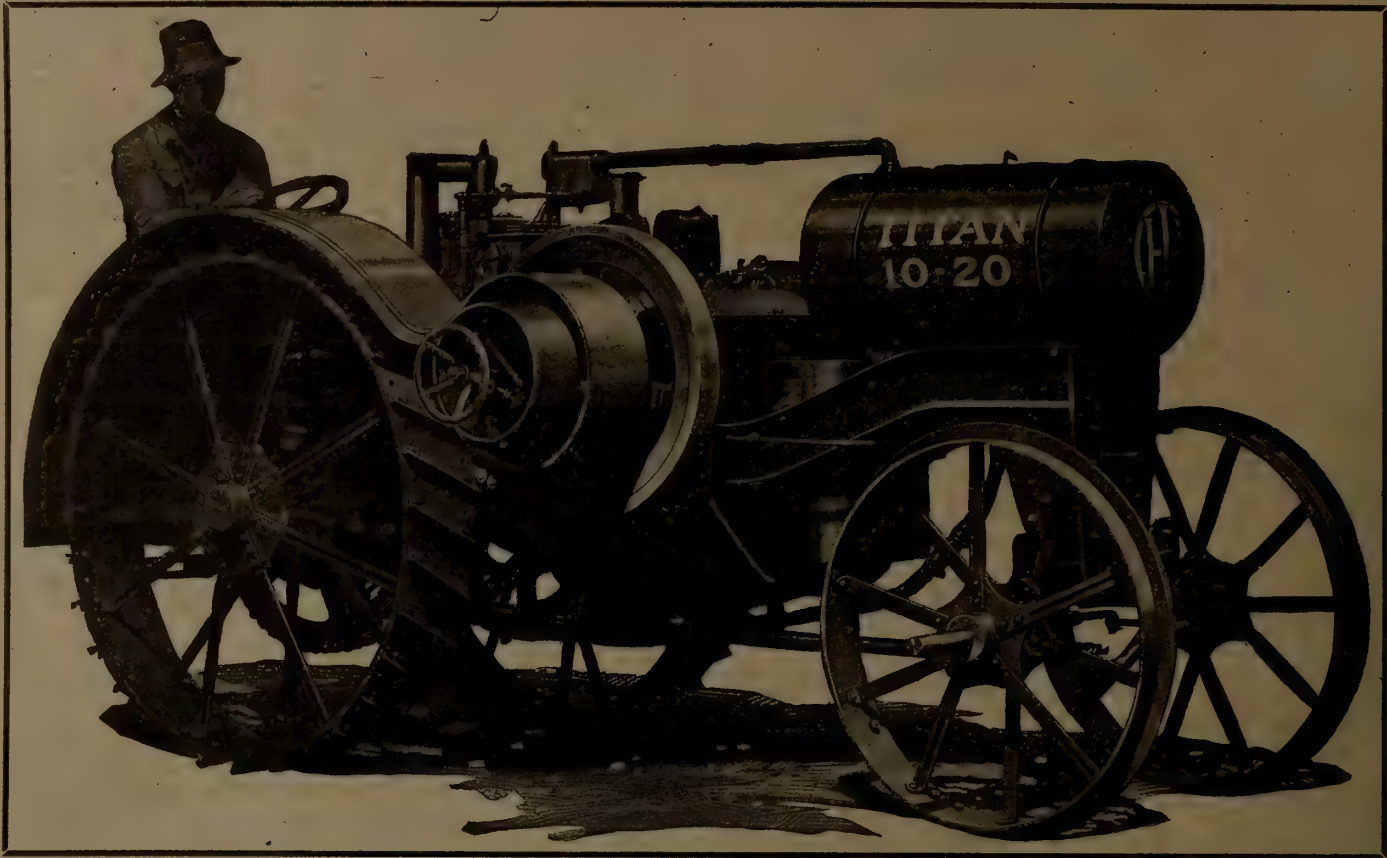
At the root of all true prosperity lies the security of the home. There can be no real sense of well-being without the certain assurance that loved ones will be well provided for when the breadwinner is taken away from them.

To guard the home and the home-folk is the province of Life Insurance. There is no other way so sure, and under a Great-West Policy the way is altogether easy. Plans are available to meet every need and circumstance. The cost is low, and this cost is made still lower by the high profit returns paid to Policyholders.

Let us explain the best policy for your needs. State age and ask for the leaflet "OUR SAVINGS"

THE GREAT-WEST LIFE ASSURANCE CO.

HEAD OFFICE - WINNIPEG



Now For Another Year of Farm Power Advance —

DURING the twelve-month period now drawing to a close, general Canadian farming has been much influenced and moulded by the latest developments in tractor power. Peace came forth a year ago out of 50 months of war and the builders of tractor power were permitted to turn their skill and abilities again to constructive effort.

In the onward march of farming efficiency, the International Harvester tractors have been vigorous leaders. While they have been plugging away on thousands of farms, they have been the topic of conversation on the tongues of agents, farmers and men of the tractor industry in every section of the country.

In the middle of 1919 came announcements of notable price reductions on all Harvester tractors—reductions made possible by great quantity production and sales. **Titan 10-20 and International 15-30 Kerosene Tractors**—world-famous and long popular—rose still higher in demand. At this writing the International factories, turning out a complete tractor every few minutes, are unable to cope with this demand.

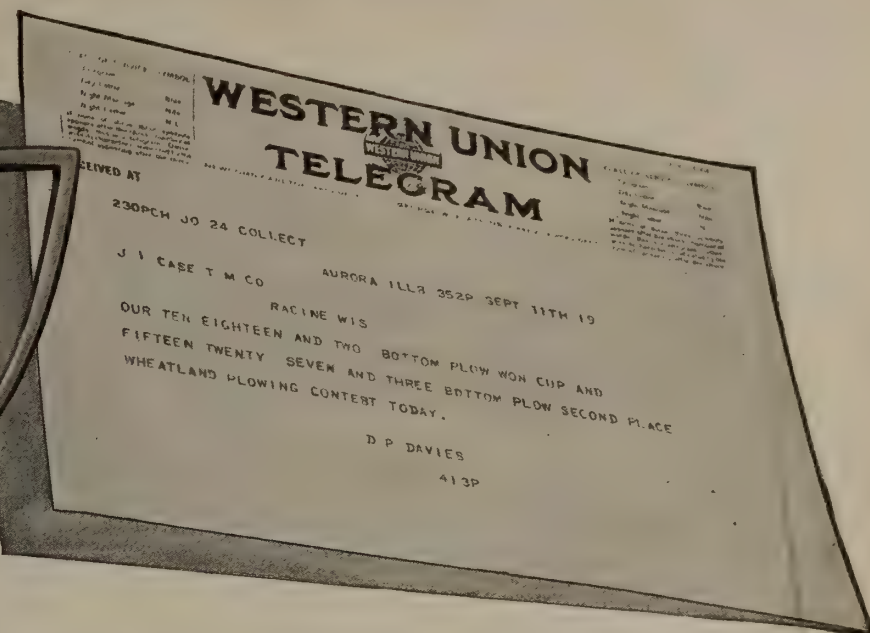
These are tractors—proved successful in design, practical and durable in construction, economical in operation, thoroughly tried in every capacity—which this company has ready at the 1920 starting line for new power conquests. They are facing a prosperous year; facing prosperous territories calling for more and still more farming power.

Agents who will go across that starting line in charge of **Titan 10-20 and International 15-30**, must make ready NOW. For safeguarding their own and their customers' power requirements for next spring, early arrangements are necessary. Good tractor supply for next season is a very uncertain matter. Get into communication with the branch house.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.,
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.



Winning Sales for the Dealer

Here's how Grand Detour Plows and Case Kerosene Tractors are piling up prestige for the profit of the Case dealer.

On September 11th, the 41st annual contest of the Wheatland Plowing Association was held near Aurora, Ill. In a field of twelve contestants, the Case 10-18 Kerosene Tractor, with 2-bottom Grand Detour Plow, took first place and the silver cup illustrated.

Second place was won by Case 15-27 Kerosene Tractor pulling 3-bottom Grand Detour Plow.

The judgment of the practical, tractor-wise farmers who conduct these contests can be accepted as business gospel by every dealer in agricultural machinery. Their endorsement of the superiority represented by the famous Case trade mark of the Eagle on the Globe, means not only a minimum of sales resistance, but a maximum of Case selling arguments, furnished by the farmers themselves.

This established reputation of Case Kerosene Tractors is backed by aggressive advertising in agricultural papers.

If you are a Case Dealer,—you know Case service. If you want to be a Case dealer—*learn about it.*

J. I. CASE THRESHING MACHINE COMPANY, Inc.

Dept. M, Racine, Wis., U. S. A.

Making Superior Farm Machinery since 1842

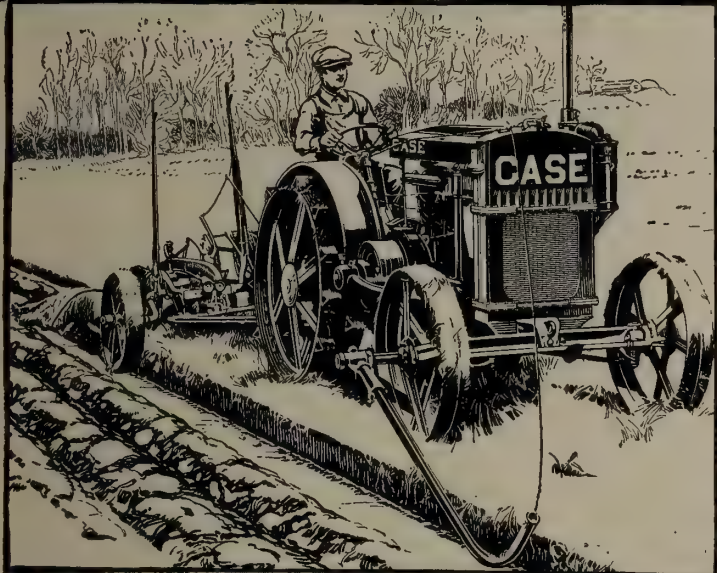


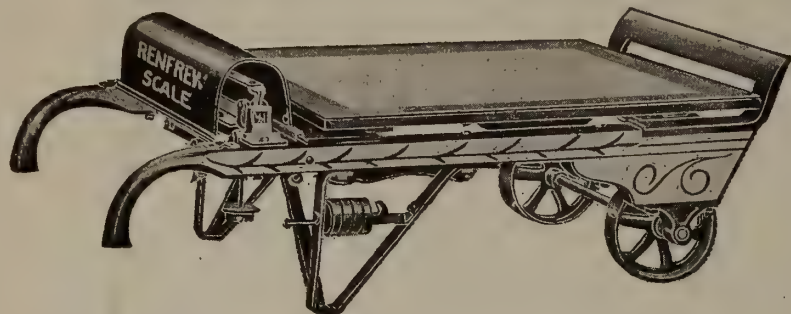
Illustration above shows Case 10-18 Kerosene Tractor pulling 2-bottom Grand Detour Plow; winning combination at the Wheatland Plowing Contest.

NOTICE

"We want the public to know that our plows are NOT the plows made by the J. I. Case Plow Works."



THE RIGHT WAY TO WEIGH RIGHT



HANDY FARM TRUCK SCALE

EVERY FARMER WANTS ONE

to weigh Bags of Feed, Grain, Potatoes, Vegetables, Butter, Poultry, Pigs, Sheep, Cattle, etc.

NO OBSTRUCTION HIGHER THAN PLATFORM

to prevent putting on a rack for weighing live stock or anything less than 2000 lbs.

A customer writes: "A few days ago I sold a steer to the butcher for \$15.00 more than I would have received had I depended on guessing the weight."

GOVERNMENT INSPECTOR'S CERTIFICATE ATTACHED TO EACH SCALE

They are absolutely accurate, weighing 1 lb. up to 2000 lbs., moveable anywhere, and set up in a corner when not in use, taking up very little room.

EVERY FARMER WANTS ONE. ORDER NOW

THE RIGHT WAY TO INCREASE SALES

Get the COCKSHUTT LINE

Including the

CLOSE SKIMMING RENFREW CURVED WING CREAM SEPARATOR

which gets 99.99% of the Butter Fat and with less work than any other.

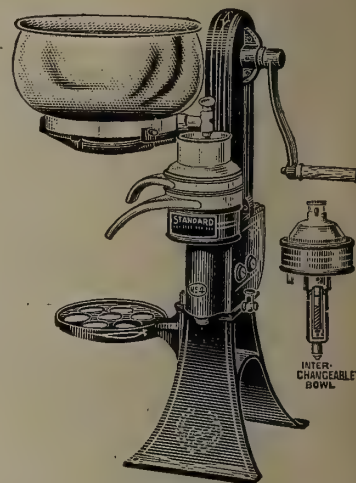
The milk receiving tank is low down, eliminating the high lifting necessary on other machines.

The operating handle is comparatively high so that the operator stands in a natural position without stooping to reach the crank.

The perfect alignment of the spindle bearings and all moving parts running in an oil bath makes the Renfrew run a half lighter. A 12-year-old boy can operate it readily.

With the Renfrew wide open bowl the discs cannot clog and can be cleaned quickly without removing them from the disc holder.

More cream, sweeter, firmer butter on account of unbroken globules, less muscular strength, less work and interchangeable capacity are some of the advantages of the Renfrew.



Get in the swim with the Up-to-Date COCKSHUTT Line

Cockshutt Plow Company Limited

Winnipeg

Regina

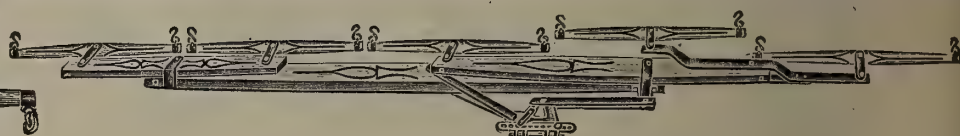
Saskatoon

Calgary

Edmonton

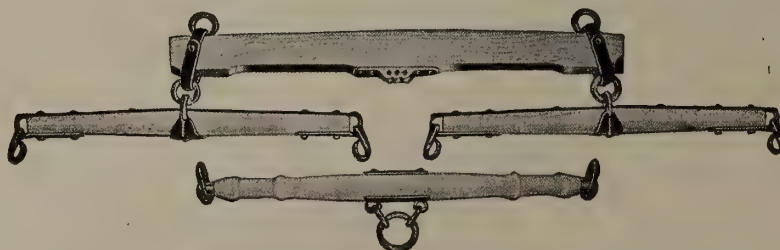


COMBINED TWO AND THREE-HORSE EQUALIZERS



FIVE HORSE GANG PLOW EVENERS

Some Wood Goods Give Way Gregg Wood Goods Wear Out



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

"If it Comes from GREGG it Must be Good"

There is only one basis on which to select a line of Wood Goods to sell, and that is Quality. Gregg Woods embody everything that counts — best materials, durability, dependability and finish. Give steady, enduring service, summer and winter, for heaviest haulage work on the farm. You have no "come-back" when you sell them. They stand the strain—every time.

Made from specially selected hardwoods and thoroughly inspected during every process in manufacturing. Paint and varnish cover no imperfections in stock. We have the largest stocks in Canada of Hickory, Rock Elm, Maple and other hardwoods, and spare no expense to make our products a line you can handle with pride, profit and satisfaction. When you order, always specify GREGG Products.

ALL LEADING JOBBERS HANDLE GREGG GOODS

Gregg Manufacturing Company Limited

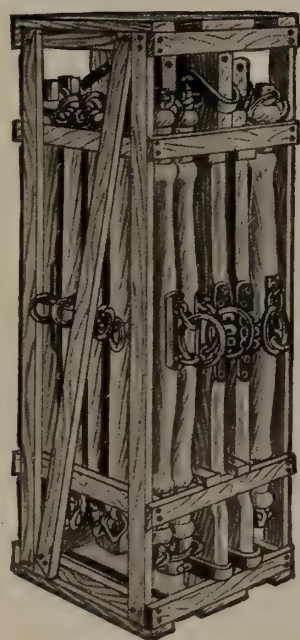
Winnipeg, Manitoba

We Manufacture:

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners.

WAGON HARDWARE
Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

Gregg Goods are Absolutely Guaranteed Against Defective Materials and Workmanship



Quick Sellers

Crated Sets of steel-clad wagon singletrees, eveners and neckyokes, including: 6 eveners, 2x4 1/2x48; 6 neckyokes, 2 3/4x42 3x48; 12 full strap singletrees, 1 or 2 1/2x36 inches. Attractively painted, striped and varnished. Weight: 240 lbs.

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 11

WINNIPEG, CANADA, NOVEMBER, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10c

U.S. National Federation of Dealers Held Convention

The National Federation of Implement and Vehicle Dealers' Associations in the United States held its twentieth annual convention in Chicago on October 7, 8 and 9. The attendance was the largest recorded at any annual meeting of this body, and the results of the convention will be far-reaching in effect. After consistent furtherance of their cause, and an annual showing of the difficulties under which they labor, the dealers' associations in the United States have, through their representative committee, obtained full recognition of their demands for such changes in the handling of implement repairs as will insure the future, showing a profit on this line for the retail implement trade.

In the several conferences that took place between delegates from the dealers' associations and representatives of the manufacturers, the greatest harmony prevailed and a greater measure of confidence has been established.

During last spring a meeting was held between the dealers' representatives and the committee of manufacturers, representing the National Implement and Vehicle Association. The main features discussed were: The repair question as affecting the dealer and his relations with the farmer. Farmers' co-operative buying associations. The mail order manufacturer and implement standardization.

The dealers pointed out the excessive prices they have to charge for duplicate parts, claiming that existing prices lead to a criticism of the factory and dealer, and are causing both dealer and farmer to consider other sources of supply. A fair price for parts was asked, based on the apparent value of the article; prices on net parts or cash repairs to be as low as competitive concerns offer on goods of equal merit; a fair discount to the dealer and the legible numbering of all parts.

Better Discount Agreed To

A representative of the manufacturers agreed that matters should be corrected in regard to

repairs, also that in many cases the repair business at the factories was left to less efficient help than is used in the sale of complete machines. If manufacturers are to get best results, he contended, they must revise prices, give a better discount and see that all parts are clearly marked. The conclusion was that list prices on small parts, in part, and on wood parts were in many cases far too high; that similar parts as priced by different concerns vary as much as 50 per cent and that nothing less than 35 per cent discount will net the dealer an adequate return. Repair invoices, it was also agreed, should be sent out as promptly as shipments are forwarded.

The following is part of a resolution unanimously endorsed by the manufacturers' committee, as representing the factory interests:

"Resolved, That we recommend that members of this association carefully examine their repair lists, by items, and as early as practicable make such revision therein as is warranted by individual cost, to the end that the cost to the farmer may be fair and equitable; that careful attention be given this important part of our business, that the prices from time to time fixed for various parts may bear the proper relation to the cost thereof.

"Resolved, That the dealer's cost of handling repairs makes the present average discount inadequate; that members should immediately analyze their conditions and institute such new plan as will be fair to the dealer in the following respects:

"(a) The institution of proper discounts generally to the dealer.

"(b) Discounts adequately to recognize the advantage of stock orders.

"(c) The adoption of net cash repair lists where necessary to protect our interests and those of the dealers.

"Resolved, That manufacturers go carefully over their repair patterns to see that these are plainly numbered in a conspicuous place."

Representatives of the dealers'

association, in discussion showed that in many cases repair discounts had already been increased to 35%, and that in others the dealers were assured that such discount would apply on repairs for 1920 business and thereafter.

Co-operative Selling

The dealers raised the question of manufacturers supplying goods to farmers' co-operative organizations whose policy is to sell at prices which do not cover the cost of handling. In connection with this feature, the sales managers' department of the N. I. and V. A., in a resolution, admitted that co-operative societies are not constituted satisfactorily to handle or render service in the distribution of farm operating equipment. The resolution says in part:

"Whereas, We have found the merchant employing adequate capital and carrying a stock of such sizes as reasonably to serve the farmers of his community and making our line of business his chief endeavor, the better constituted to serve both manufacturer and farmer, therefore be it,

"Resolved, That we encourage and co-operate with such merchants to the end that the handling and distribution of farm operating equipment may be developed and improved along the service lines to the farmer, and be it further,

"Resolved, That we discourage the distribution of our products through any channel whose organization and practices indicate lack of permanence or continuity of service to the consumer."

The Price of Implements

It was agreed that the very lowest prices for implements should rule, this being to the mutual interest of manufacturer, dealer and farmer. In relation to prices, however, dealers owe some consideration to manufacturers who are on record as favoring the distribution of their goods through regular dealers. The manufacturers assume heavy expense in maintaining branch houses and stocks everywhere.

By advertising and service they promote the purchase of farm equipment, influencing increased sales and bigger volume for dealers.

In regard to standardization it was agreed that what had already been accomplished is for the benefit of all, and that further effort should be made to eliminate unnecessary styles and sizes of machines.

Repair Week by Zones

It was found that the repair week idea had failed to some extent owing to the fact that the dates set did not suit far severed territories according to climate and dates of the beginning of farm operations. A system of three zones was agreed to, as follows:

Zone 1, first week in February, includes Texas and that part of the Mississippi Valley territory south of Illinois and Missouri.

Zone 2, first week in March, includes the Mountain States, Midwest, Iowa, South Dakota, Ohio, Indiana, Kentucky, Illinois, Mississippi Valley in Missouri and Illinois, and the Western Association.

Zone 3, first week in April, includes the territory of the Pacific Northwest, Montana, North Dakota, Minnesota, Wisconsin and Michigan.

Proper Service Essential

In his address, President Turley, Owensboro, said that the dealer who had not learned the lesson of service will have to do so if he hopes to win out in the era of reconstruction ahead. The implement dealer who gives his customers the service due them need never fear that his trade will go elsewhere. The president said in part:

"Please do not misconstrue this service problem. It is not always what you give customers with each implement sold—not by any means. Implement service means competent men in each line you handle; who know the line so well that they can adjust right now any complaint, backed up by a good stock of duplicate

parts. When you have this you can make reasonable charge for what you do and there is no kick coming. Our customers have the right to kick and kick hard if we do not carry these parts and for service half way done."

Motor Truck Trade

The federation was addressed by A. R. Groh, who strongly endorsed the sale of motor trucks by implement dealers. He declared emphatically that the implement dealer was the logical distributor for this line and that dealers who had not considered the sale of motor trucks were letting a golden opportunity go by. He declared that dealers should never sell the farmer a truck with solid tires; the pneumatic tire was best adapted for all kinds of truck haulage in the country districts.

The executive committee of the sales managers' association of the manufacturers' body have offered to send representatives to all state and interstate conventions, which offer the dealer's Federation accepted.

A special committee on wagon warranty reported that it could make no equitable arrangement with wagon manufacturers as regards the guarantee of their products.

Tractors and Tractor Implements

A discussion on the above side of the business showed that the U. S. dealers' associations consider the handling of power farming equipment essential. The implement dealer has nothing to fear from competition of the automobile dealer along this line. Cost of service is decreasing with the increase of tractor trade and fewer sales are recorded direct to the farmer by manufacturers who are unable to get representation in the various districts.

It was claimed, however, that the average discounts on tractors were not sufficient to give the dealer a fair profit, and that 25 per cent is not too large a discount for dealers who provide all service required without the help of the manufacturers. The overhead in handling tractors is found to be larger than is the case with motor trucks, automobiles and farm lighting plants. Implement manufacturers who also produce tractors, it was stated, should give the dealers handling their machine lines the first chance of contracting for their tractors. In cases the small dealer was overlooked when tractors were contracted for, other larger firms being assigned large territory. In relation to this matter, J. O. Everson, of the International Harvester Co., pointed out that

the small dealer could not afford to maintain a service department so depended upon the manufacturer for expert help. The latter could not afford to allow him so large a discount as is given dealers who do their own service work. The speaker favored training schools during the winter months whereby dealers and their assistants could be educated on tractor maintenance, operation and repairs.

Mr. Sebnthal, Wisconsin, asked the delegates to take home to the 16,000 members of the Federation the promise that henceforth dealers will have the assurance of the manufacturers that they will give the best

son, Vermilion, S. Dak.; S. M. Sellers, Lebanon, O.; R. A. Lathrop, Hope, N. Dak.; T. J. Turley, Owensboro, Ky.

Belgian Cream Separator Plant is Busy

With remarkable speed the industries of Belgium have got back on to a peace basis, and are already exporting goods. Prominent among these are the factories of the Melotte Works, located at Remicourt, near Liege. The machine tools taken by Germany were rapidly replaced and early this year the immense plant was producing Melotte cream separators for export. Covering acres of ground and embodying



Assembly Floor in Melotte Plant at Remicourt, Belgium.

service possible. He asked the wholesalers to remember the motto of the Federation that "to the retail dealer belongs the retail trade," and that without each other neither can get along well. He asked the manufacturers to remember that the dealers are entitled to fair profits and that for the service the dealers are rendering to the wholesale trade they ask only a fair, square deal.

Resolutions were passed by the Federation dealing with the following subjects: Future of implement business; tractor distribution, condemning overcrowding of territory; questionable selling; early buying was endorsed; "priceless" contracts were condemned; standardization; nationalization; railroads; labor wage; association work; the Trade Relations Committee; local clubs; the Trade Press; Repair Week.

The election of officers resulted as follows:

President—Geo. W. Collins, Belleville, Kan.

Vice-president—Louis F. Wolf, Mt. Clemens, Mich.

Directors—E. P. Armknecht, Donnellson, Ia.; M. D. Thomp-

son, Vermilion, S. Dak.; S. M. Sellers, Lebanon, O.; R. A. Lathrop, Hope, N. Dak.; T. J. Turley, Owensboro, Ky.

plant units for foundry, machine work, assembly, testing, inspection and storage, this plant is now working at high pressure supplying the European and Canadian demand for Melotte cream separators. Every month the R. A. Lister Company of Canada, of Toronto and Winnipeg, who are Canadian distributors for this line, are receiving carload shipments to take care of their demand.

As was announced in our last issue, M. Jules Melotte, head of this vast organization, and inventor of the Melotte cream separator, died recently. The vast business which he controlled continues as heretofore to produce Melotte cream separators for the agricultural world. Since its introduction in 1888 the Melotte has been awarded no less than two hundred gold and silver medals and diplomas, several of these being awarded at Canadian exhibitions. With suspended bowl, self-balancing features and excellent construction, it is claimed by the makers that this separator, now that production has recommenced, will be more popular than ever. It is stated

that over 50,000 Melotte cream separators have been sold in Canada in the past sixteen years

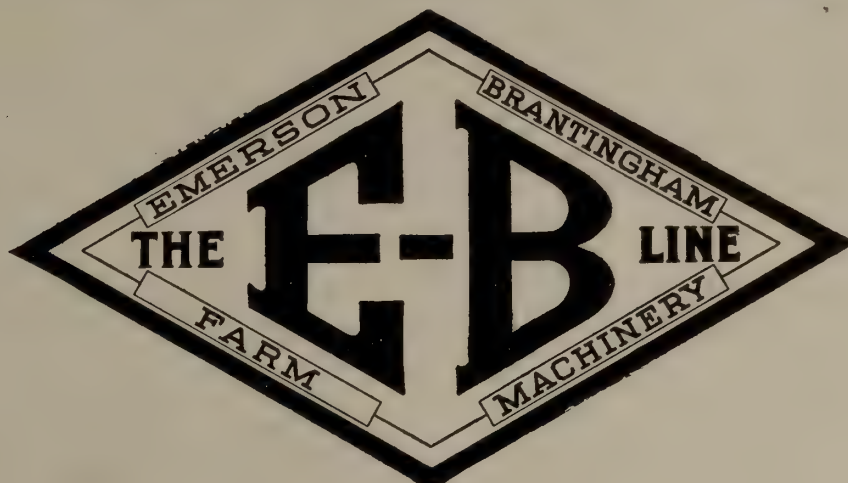
Increasing Feed Grinder Trade

At this season the implement dealer should be able to do a satisfactory business in the sale of feed grinders, and also the motive power for their operation. To display this line it is a good idea if window space permits, to belt a grinder to an engine in the window. If this cannot be done, belt up the outfit in a prominent position on the floor of the warehouse. The engine and grinder should be kept as a permanent demonstrator. This plan is not excelled by any other method applied to the retailing of the feed grinders. Keep on hand grains of various kinds so that you can prove to your prospects the ability of your mill to do the kind of grinding you claim.

In pushing this line, make up a list of the prospects for feed grinders in your district and have the manufacturer of the grinder you handle send literature to these prospects. Carry an advertisement in the local paper, inviting customers to visit your store on a certain day or days to see the efficiency of your grinder and engine lines. Run this for at least two weekly issues and if necessary mail the prospects a circular letter embodying the invitation. Try to set a date that will ensure a good attendance.

Not only will this be the means of your selling a good many feed grinders, but you will also sell other lines of merchandise. Merchants who have put this plan into operation are enthusiastic over the results and repeat it several times during the feed grinder season—which, by the way, covers a much longer period than other so-called seasonable products. During the demonstration days have an extra supply of literature on hand; have all of your clerks, and you yourself, well posted on all the advantages of your feed grinder line. Have on hand grain ground by several prominent farmers in your territory. If possible have pictures of certain stock that have been fed grain ground by your feed grinders.

From the agricultural colleges and experimental farms you can procure a supply of bulletins explaining the great feeding value of ground grain as compared with whole grain. If you are handling a line of grinders which covers several sizes you can suit the requirements of practically any size farm.



Our 1920 Message

To the Implement Dealers of Canada

THE importance of a broad and efficient service policy is the most vital factor in the success of any business today. You cannot afford to tie yourself to a contract that does not insure a service agreement which will guarantee that you can supply promptly every part of any machine you sell.

You must make your arrangements well in advance to take advantage of the opportunity the E-B Line offers to the retail implement dealers of Canada.

Money Talks

You must first have a liberal profit before you can afford to carry a stock of repairs. We offer you, without reservation, even more than the terms which were agreed as satisfactory at the annual meeting of the National Federation of the Implement & Vehicle Dealers' Association at Chicago, October 8th. We are glad to work closely with you and assist in further establishing the popularity of E-B machinery.

E-B Machinery Popular

Base your orders on the past performance of any machine in the complete E-B Line. The future of the E-B Line is assured because of the advances we have made in

the design of every implement in this great line of farm machinery.

With our long experience in the development of agricultural machinery and our 12 years in the development and building of the tractor, you must admit this gives you the edge on the sale of the E-B Line to your customers. We could build plows cheaper; in fact, any of our machinery could be built at a lower price. However, price is not the all-important factor in making a sale. Our machinery has the reputation of being quality built and this quality will be everlastingly maintained.

Get Our Service Plan

Live dealers will want to know more about the E-B Line and the E-B Service policy. Write one of these branches for dealer terms:

EMERSON-BRANTINGHAM IMPLEMENT CO., Inc.
REGINA, SASKATCHEWAN, CANADA

TUDHOPE-ANDERSON CO., Ltd.
WINNIPEG, CALGARY, AND REGINA, CANADA

Emerson-Brantingham Implement Company, Inc.

ESTABLISHED 1852

ROCKFORD, ILL., U.S.A.

A Complete Line of Farm Machinery Manufactured and
Guaranteed by One Company

Convention of National Implement & Vehicle Association

The National Implement and Vehicle Association, which body includes representatives of practically all the larger farm equipment manufacturing concerns in the United States, held its twenty-sixth annual convention in Chicago on October 15, 16 and 17. The programme this year dealt largely with matters pertaining to readjustment during the reconstruction period and dwelt

particularly upon the labor and foreign trade situations. At the opening session Finley P. Mount, president of the Advance-Rumely organization, forwarded a resolution that the high cost of living is largely due to lack of production, that adequate production be maintained and that the principle of the open shop and freedom of contract were essential to the success of American industry.

All members of the association were urged to give prompt attention to the matter of repair discounts so that dealers should have a fair profit in addition to costs and would be in a position to maintain adequate service departments. The chairman of the executive committee placed a resolution which was adopted, that all the members examine re-

pair lists by items so that as soon as possible such revision may be made as is warranted by individual cost item. This resolution stated in part:

"Resolved, That the dealers' cost of handling repair business makes the present average discount inadequate; that members should immediately analyze their conditions and institute such new plan as will be fair to the dealers in the following respect: (a) The institution of proper discounts generally to the dealer. (b) Discounts adequately to recognize the advantage of stock orders. (c) The adoption of net cash repair lists on parts used in large quantities where necessary to protect our interests and those of our dealers."

Association Prospering

The report of Secretary E. W. McCullough showed that the association was in a very thriving condition. The balance of receipts over disbursements was \$53,601. A gain of 16.3 per cent was shown in membership, bringing the total number of active and associate members to 534. The present departments of the association are as follows:

Sales managers, plow and tillage implements, grain drills and seeders, farm wagons and trucks, ensilage machinery, tractors and threshers, credits and collections, spraying machinery, barn equipment, silos, land rollers and pulverizers. Seventy-six department meetings were held since the last convention and the aggregate attendance amounted to 1,230 persons.

Interesting addresses were given during the convention on the following subjects: Relation of Costs to a Successful Business, by E. T. Runge; Standardization by F. N. G. Kranich; Financing Foreign Trade, by G. E. Roberts, National City Bank, N.Y.; The Labor Situation, by L. R. Clauser, Deere & Co.; Employees Representation, by A. H. Young, International Harvester Co.; The Implement Dealer, by T. J. Turley, Owensboro, Ky.; Modern Publicity, by Hon. S. R. McKelvie, Governor of Nebraska; Farm Paper Service to the Industry, by C. W. Burkett, New York.

Tariff Relations with Canada

The resolutions adopted dealt with such subjects as: Industrial Freedom, Americanization, The Railroads, the Trade Press, the Farm Press, etc. The following resolution is of interest to the Canadian implement industry:

"Whereas, The Canadian

government imposes various ad valorem duties on agricultural implements, farm tractors, and farm operating equipment of all kinds, when imported from the United States, and

"Whereas, the United States government permits the importation free of duty from Canada of farm implements, farm tractors, and farm operating equipment of all kinds, thereby seriously placing the American manufacturers of the products mentioned at a great disadvantage with their Canadian competitors, not only in connection with the Canadian trade, but also in competition for trade in that portion of the United States contiguous to the Canadian border and elsewhere, therefore be it,

"Resolved, That the government of the United States be requested promptly to adopt such measures, including such congressional action as may be necessary to place the tariff laws of the United States on an absolutely reciprocal basis with those of the Canadian government, insofar as they relate to the importation into either country by the other of the manufactured products above referred to."

An Appeal for the Dealer

In an address to the association, T. J. Turley, retiring president of the Implement Dealers' Federation, asked for the co-operation of the manufacturers as regards repair problems. In commenting on the handling of power driven machinery he pointed out that dealers now required additional capital, more space and a bigger corps of service men. Continuing, Mr. Turley said:

"Some manufacturers think that this can be accomplished on a margin of 10 or 12 per cent. You cannot do this and get good loyal representation on this basis. There may have been times when implement dealers guessed at these things, but they don't do it nowadays.

"We can sell tractors and we can dispose of farm motor trucks, and we can see they are given all the service necessary. A margin of 25 per cent is as little as it can be done for and have anything left when we have looked after all that is required to keep these tractors and trucks moving. The fellow who is trying to do it for less has got to cut something. Usually the first thing is his service."

H. M. Wallis, J. I. Case Plow Works, Racine, Wis., was elected president of the association for the ensuing year, and W. H. Stachhouse, French and Hecht, Springfield, Ohio, chairman of the

LONDON CONCRETE MIXER No. 6

equipped with "NOVO" DUSTPROOF GASOLINE ENGINE. Capacity 6 cu. ft. per batch or 60 cu. yds. per day. Mixes any kind of concrete or mortar. Especially suitable for any kind of work requiring a portable machine. Saves the price of itself the first 30 days it is in use. Send for catalogue No. 1-B. London Concrete Machinery Co. Ltd. Dept. K, London, Ont. World's Largest Manufacturers of Concrete Machinery

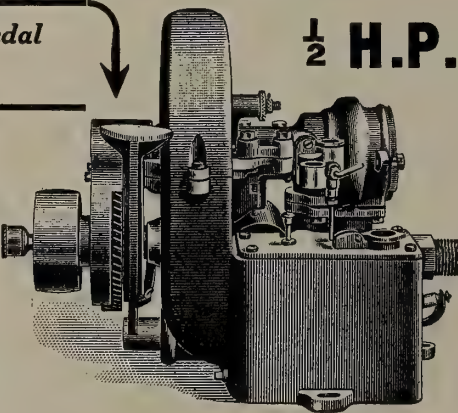
EMERSON "HAFA-HORS" ENGINES

The Fastest Selling Engine Ever Offered

Just Step on the Pedal
It Starts Instantly

1/2 H.P.

"Hafa-Hors" Engines are a line you can sell every farmer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions 16x14x14 ins. Always ready to run. The Automobile Starter sets it going instantly. Only show this engine—it sells itself. Ask for prices and literature. Don't delay. The biggest little engine ever sold—and the dealer's opportunity.



EMERSON WILD OAT SEPARATORS

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Made in Two
Sizes
3-Shoe
and
6-Shoe

ORDER NOW.
We ship the day
Order is Received

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

This year the wheat is exceptionally fine. No other machine but the EMERSON can save all of the wheat without putting half into the screenings. A demonstration with the EMERSON will convince any farmer.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.

executive committee. E. W. McCullough, 72 W. Adams St., Chicago, is secretary and general manager.

To Avoid Confusion in Firms' Names

Owing to the fact that the J. I. Case Threshing Machine Company and the J. I. Case Plow Works, are both located in Racine, Wisconsin, there exists an erroneous impression on the part of dealers, farmers and others, that these companies are in some way connected. In connection with this matter, the J. I. Case Threshing Machine Company, of Racine, are sending out the following notice:

"To avoid confusion, the J. I. Case Threshing Machine Company of Racine, Wisconsin, desires to have it known by all concerned that it is not now, and never has been interested in or in any way connected or affiliated with the J. I. Case Plow Works or the Wallis Tractor Company, of Racine, Wisconsin, or the J. I. Case Plow Works Company recently incorporated in Delaware."

Separator Concern Suffers Fire Loss

The Montreal premises of the De Laval Company, manufacturers of cream separators, located at 21 St. Peter St., were recently destroyed by fire. The loss of building and stock is estimated at about \$75,000. The cause of the fire is unknown. Manager Mitchell, of the Montreal branch, made immediate arrangements and moved into new quarters where business was resumed at once.

W. H. Emerson Visits Winnipeg

William H. Emerson, Detroit, Mich., inventor of the Emerson wild oat separator, spent a week in Winnipeg at the end of last month. He has been connected with the production of grain cleaning machinery for over 45 years, and worked for over two years on the riddles used in Emerson separators before he perfected this ingenious system of eradicating wild oats from wheat, barley and rye.

Mr. Emerson recently sold out to the Emerson Manufacturing Co., of Winnipeg, who are now sole manufacturers of this separator. He visited Winnipeg to superintend the installation of the die presses and intricate dies used for making Emerson sieves. The fact that the nine riddles used in one Emerson separator comprise 9,945 individual pieces of zinc gives some idea of the expense in producing and as-

sembling this equipment. Mr. Emerson brought a lady expert north from Detroit who will train the gang of assembly girls already at work assembling sieves in the Emerson plant in Winnipeg. The latter are already remarkably proficient in the work. Each piece is built up, inspected and placed in position by hand, the cross bars being fitted over the tongue and

clinched. The special Emerson presses punch out the intricate parts ready for assembly. The veteran inventor, who is still hale and hearty, on leaving Winnipeg, went south to California, where he will pass a well earned retirement.

Be certain your community needs or wants the machines before you buy.

Open New Branch

It is reported that the Aultman & Taylor Machinery Co., Mansfield, Ohio, will open a Manitoba branch in Portage la Prairie. They have purchased the old Hart-Parr building in that city, which is especially erected for tractor and thresher business. The Aultman-Taylor organization already have a Saskatchewan branch, located in Regina.

DE LAVAL Efficiency

The DE LAVAL Cream Separator is the most efficient means of separating cream from milk. It skims to a trace, not only under ideal conditions, but under ordinary farm conditions.

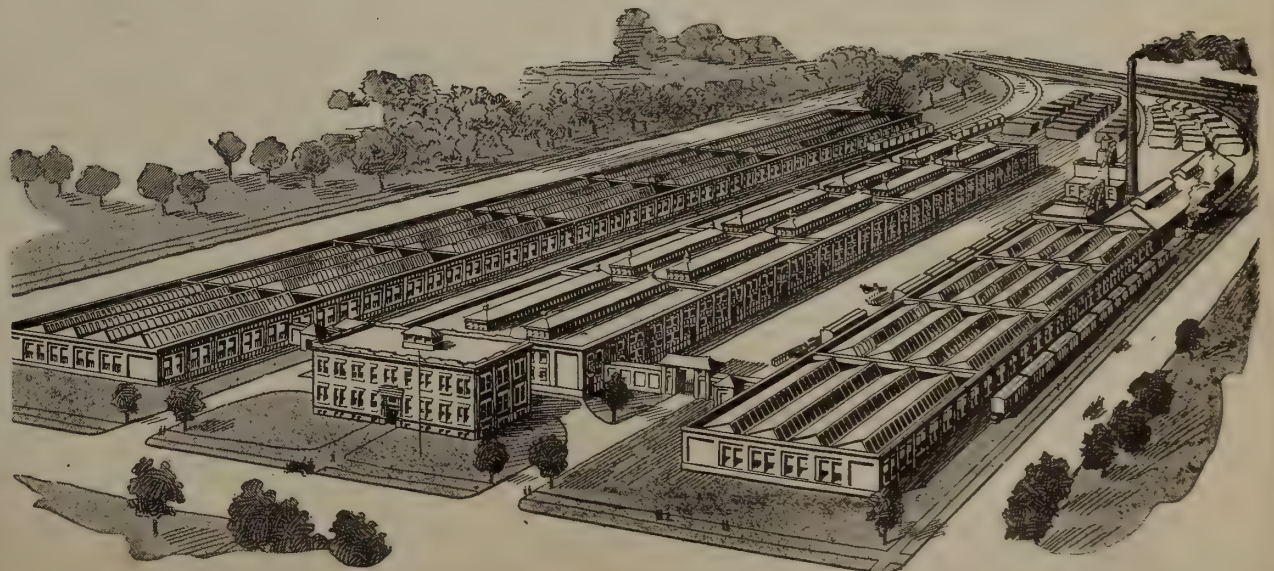
It is efficient because forty years of separator building experience has brought out the best construction in every detail. That's why the DE LAVAL skims so close, turns so easy and lasts so long.



The DE LAVAL Agency Contract is an efficient means of getting most of the separator business in a territory, at the same time building prestige for other lines.

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED
MONTREAL PETERBORO WINNIPEG VANCOUVER
50,000 Branches and Local Agencies the World Over.



With the Manufacturers

The McQuay-Norris Mfg. Co., St. Louis, Mo., is planning an additional factory for the production of piston rings.

The Champion Spark Plug Co. of Canada, Windsor, Ont., is erecting a \$60,000 addition to its plant in that city.

Deere & Co., Moline, Ill., are contemplating an office building addition to be occupied by the accounting department.

Contracts have been let at Hamilton, Ont., for a \$27,500 ad-

dition to the factory of the Frost Steel & Wire Co., Ltd.

The Hochelaga Carriage Co., of Montreal, has been dissolved and is succeeded by the Hochelaga Carriage and Garage Co.

The Gray Dort Motors, Chatham, Ont., will build a \$30,000 garage with 50 feet frontage by 100 feet deep, on Cornwall St., Regina.

Beatty Bros., Ltd., manufacturers of barn equipment atergus, Ont., are building additions

to their factory to cost around \$35,000.

The Stewart Tractor Co., Milwaukee, is erecting new works at Waupaca, Wis. The factory will be 100 x 200 feet and will cost about \$100,000.

It is announced that the Denby Motor Co., Chatham, Ont., truck manufacturers, will shortly place a touring car on the market to sell at \$1650.

The Byron Engineering Works, Louisville, Ky., has been organized to manufacture automobile truck trailers. Their capital is given as \$175,000.

The Canadian Oliver Chilled Plow Works, Ltd., has been granted licenses in Manitoba and Alberta. The headquarters of the company are in Regina.

The National Mfg. Co., St. Catharines, Ont., manufacturers of cream separators have about 75 men working at present and anticipate increasing their force.

The American Bosch Magneto Co., Springfield, Mass., will erect a 10-story structure at a cost of \$700,000 on a recently acquired site on Sixtieth St., New York.

The Magnet Tractor Co. has been incorporated at Minneapolis with a capital stock of \$500,000. S. A. Jacobsen is president and E. Holdale, secretary-treasurer.

According to press reports, the North Star Oil & Refining Co., Ltd., successors to the Continental Oil Co., Ltd., will make Saskatoon their Western headquarters.

The National Farming Machinery, Limited, capital \$4,000,000, head office Montmagny, Quebec, plans to manufacture and deal in implements, machinery and hardware.

The Winnipeg Ceiling and Roofing Co. has been granted a permit for a \$15,000 addition to the plant in St. Boniface, Man., for the manufacture of sheet metal products.

The Ford Motor Company, of Canada, Limited, have declared a cash dividend of 10 per cent, making a total distribution of 35 per cent for the year. The stock is selling around 500.

The Oliver Chilled Plow Works, which has been occupying leased quarters in Louisville for several years, has started work on a new concrete warehouse. The new plant will cost \$50,000.

The Dominion Car Wheel & Foundries, Ltd., an Eastern concern, will build a branch in St. Boniface, Man. The building

will be 70 x 200 feet, of hollow tile, and will cost around \$60,000.

The Emerson-Brantingham Co., Rockford, Ill., has started work on a factory addition, which will be used for steel storage and blacksmithing. This will be 80 x 192 feet, and will cost approximately \$40,000.

The Star Mfg. Co., has been organized, at Marathon, Wis., with a capital of \$100,000 for the purpose of building a milking machine, recently developed, as well as other items of farm equipment.

The Timken Roller Bearing Co., Canton, O., announces the appointment of Fred A. Cornell as manager of a newly organized section of sales activities to be known as the machinery and industrial appliances division.

The Emerson-Brantingham Co. contemplates moving within the coming year the production of the Osborne line from Auburn, New York, to Rockford, Ill. New, modern, fireproof builds are now being completed to receive this work.

The Stoughton Wagon Co., Stoughton, Wis., one of the oldest wagon manufacturing firms in the United States, is engaging in the production of motor trucks to be marketed under the trade name of Stoughton.

The E. F. Strese Co. was incorporated recently in Minneapolis. The incorporators are E. F. Strese, president, and E. W. Lott, secretary. The authorized capital stock is \$100,000. The company will manufacture the Strese grain cleaning machine.

Canadian Engines, Ltd., Dunville, Ont., manufacturers of stationary and portable gas and gasoline engines, grain grinders and saw frames, who were practically closed down during the war, have resumed operations and are taking on a full complement of men.

The Continental Axle Co. has purchased the entire axle equipment of the Higgins Spring & Axle Co., Racine, Wis., and will move it to a new plant just completed in Edgerton, Wis. The Higgins company will now manufacture springs exclusively in the plant at Racine.

The Hudson Manufacturing Co., Minneapolis, has added another factory to its properties in completing the purchase of the plant, patents, good-will and business of the Strickler Hay Tool Co., of Janesville, Wis. This plant has



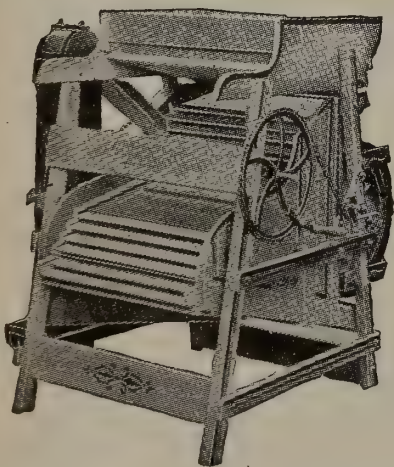
Mr. DEALER

The Farmers are asking for
CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Grain Cleaners And Wild Oat Separators



Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines Threshers - Feeders

Cushman Motor Works of Canada Limited

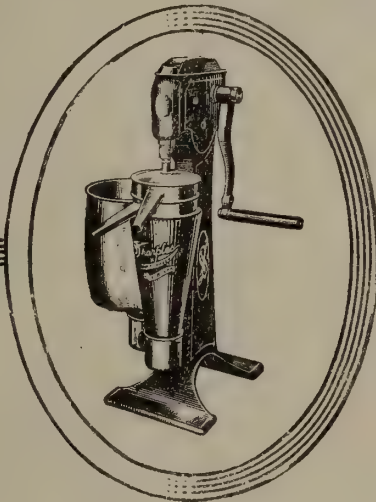
Dept E Whyte Ave and Vine St. Winnipeg, Man.

DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters	Vacuum Washing Machines	Shinn-Flat Lightning Conductors
Straw Spreaders	"Hoiland" Wild Oat Separators	"Does More" Lighting Plants
Lincoln Saws	Smut and Pickling Machines	
Incubators and Brooders	Wagner Hardware	24 x 46 Separators
Auto Accessories	Specialties	Langdon Feeders
Tractor Plows	Western Pulverizer	Fanning Mills
Combination Threshers	Packer and Mulcher	Cushman Grinders
Light-weight Engines		
Lincoln Grinders		

The Cushman Agency gives you Prestige and Profits

The *value* of the Sharples dealer's contract is greater today than ever before—mainly because both the Sharples Suction-feed Separator and Sharples service to dealer or user are far ahead of anything offered by manufacturers of the old style fixed-feed machines. That is why Sharples dealers are selected with care.



*There are no
Substitutes for
Dairy Foods*

*Help to make Dairying
North America's
Greatest Industry*

SHARPLES CREAM ^{SUCTION-FEED} SEPARATOR

Skims Clean at any Speed

No other separator manufacturer could put into five words or *fifty* words, as convincing an argument as "Skims clean at any speed." They tell the farmer about the durability of their separator, that [it is well known, that it costs less and everything else *but* the *one* big reason for purchasing a separator—to get *all* the butterfat out of the milk.

Sharples *also* has the exclusive advantage of no discs in the bowl; knee-low tank; once a month oiling system; durable construction and, besides, it is the pioneer North American Separator.

It is profitable, indeed, to handle the separator backed by provable sales points, such as outlined above. These points are constantly being placed before Dairymen through Sharples National Advertising.

THE SHARPLES SEPARATOR CO. TORONTO, ONT.
REGINA, SASK.

THE LOUNSBURY CO.
NEWCASTLE - N.B.

Distributors through all their Branches
"Over 2,425,000 Sharples Separators in daily use"

J. CLARK & SON,
FREDERICTON, N.B.

been making a complete line of hay tools and barn equipment for many years.

It is reported that the Adams

Harness Manufacturing Co., Toronto, will build a branch warehouse on First Ave., Saskatoon. C. M. Adams, president of the company, recently visited that city accompanied by F. W. Adams, Winnipeg, Western manager.

The Shafer Bearing Corp., Chicago, Ill., has been incorporated with a capital of \$1,000,000 to manufacture roller bearings for automobiles, trucks, tractors, etc. The new company is a development of the George D. Bailey Co., which manufactures ball thrust bearings.

The machine tool requirements of the General Motors Corporation for its Walkerville, Ont., plant, constitute the most important activity in the machine tool markets. Purchases will total, it is stated, \$2,000,000 to \$3,000,000, and most of the orders will be placed at Detroit and Cleveland.

The Burgess Battery, Ltd., have opened a factory at 701 Wellington Avenue, Winnipeg, for the manufacture of dry cell batteries. The head office of this company is at Madison, Wis. L. R. Baker, who was formerly associated with the Canadian Dry Cell Co., has been engaged as manager of the new plant.

Extensive additions have been made to the tractor works of the General Ordnance Co., at Derby,

Conn., and Cedar Rapids, Ia. At the same time the factories have undergone a thorough overhauling and a large quantity of new machinery, including several important labor saving devices, have been installed.

Marshall-Wells Co., Winnipeg, will build a paint factory in St. Boniface, a suburb of Winnipeg. It will be a five-storey building, 83 feet square, and will be equipped with the most modern machinery for the production of paint and other products. Marshall-Wells will manufacture their own paint in this factory to supply the Western trade.

Case Division Manager Visits West

N. J. Rutledge, manager of the Canadian division of the J. I. Case Threshing Machine Co., Racine, Wis., spent a few days with the Winnipeg branch of the Case organization at the end of last month. Mr. Rutledge is well known to the implement trade in the Canadian West. He was for many years manager for the J. I. Case T. M. Co., at Regina branch, being promoted to the important position of manager of the Canadian division some three years ago. He is at present on a visit to the branches of the company at Regina, Saskatoon and Calgary. E. J. Gittins, vice-president did not find it possible to visit the West Canadian fields this fall.

NOTICE: This is to advise that the original **Winnipeg Fanning Mill** is now sold and manufactured only by the **American Grain Separator Co., Ltd.**, Winnipeg, Manitoba, and all jobbers and retail implement dealers are hereby notified that they will be prosecuted if this Mill is offered for sale by them under this, or any other, name. Dealers desiring agencies on this Mill kindly get in touch with above firm.

Empire Open Branch in California

The Empire Cream Separator Co., Bloomfield, N.J., has opened a branch house at San Francisco, Cal., to handle Pacific coast trade. J. M. Cavanaugh, for a number of years general agent for the company in the Northwest, with headquarters at Portland, is manager for the new branch.

Cletracs for Britain

H. G. Burford, London, Eng., recently returned to Great Britain from a visit to the United States. His company handle the Cletrac tractor, manufactured by the Cleveland Tractor Co., Cleveland, Ohio. Over 600 of these tractors were recently shipped to Great Britain. Mr. Burford said that the British demand for food production at the present time is so insistent that machines must be obtained wherever they can be quickly supplied, preference, of course, being given to British made machines.

Fairbanks Plant Now on Peace Basis

C. J. Brittain, manager of the Winnipeg branch of the Canadian Fairbanks-Morse Co., and a director of the company, reports that the rehabilitation of the big plant of the company in Toronto is almost complete and that shipments will be made early in November. This plant of the Fairbanks organization produces engines, lighting plants, pumps, scales, etc.

The Toronto plant of the Canadian Fairbanks-Morse Company was, at the beginning of the war, set apart for the production of shells, and was so used until the date of the signing of the armistice. The sum of \$150,000 was set aside by the directors for rehabilitation and this work has since been proceeding. Many improvements are being made on the Toronto property and the most modern methods of manufacture introduced.

A \$15.00 girl in your office might keep your books better than you can, and make it possible for you to earn \$50.00 doing something more important.



STINSON 18-36

The STINSON has made good wherever used, and is here to stay. It will be one of the leading tractors in Canada. Every dealer that has seen it was convinced.

We still have some good territory open in Manitoba and we are now taking contracts for the coming year. An opportunity for good live Agents and Dealers.

WRITE US FOR
FURTHER PARTICULARS

Tractor
LIMITED

11 Notre Dame E.
St. Boniface, Man.

Distributors for Manitoba

Saskatchewan Grain Growers'
Association

Regina - Sask.

Distributors for Saskatchewan

MARTIN & PHILLIPS
Medicine Hat - Alta.
Distributors for Alberta

DON'T
WISH
For More Sales!
GET THEM WITH
HINMAN
Milkers

Hitch up early with
the line that spells
BIG PROFITS!

Act Now and have a share in the big business that will be done in Hinman Milkers this season.

Apart from its being the simplest and best, the Hinman sells for about half the cost of any other milker. The price will bring you lots of orders—get in on the ground floor—NOW!

We are contracting with dealers right now and have some open territory. Write for details of our fine proposition.

HINMAN
CANADA'S
STANDARD MILKER
H.F. BAILEY & SON, MFRS., GALT, ONT.

U. S. Tractor Makers Ask for Government Tests

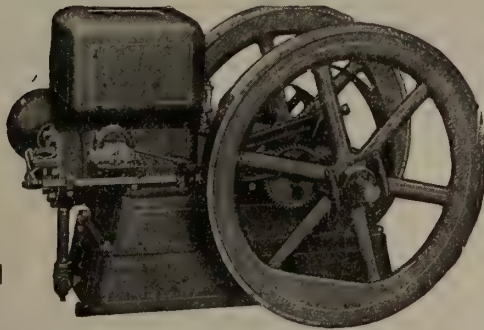
Tractor manufacturers in the United States recently held a conference with the secretary of agriculture offering a resolution asking that the federal department of agriculture plan to test

all tractors manufactured in that country and determine their horse power rating. This action was taken since it is felt that a government test and rating will be accepted generally and that such a plan will forestall state legislation, as in the case of Nebraska.



"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.



1½, 2½
4½ and
6 H.P.

JUMBO GASOLINE ENGINES

Develop more power on less fuel than any engines sold at the same price. On skids, strong iron sub-base or trucks. Make-and-break ignition; battery or magneto. At small additional cost 2½, 4½ and 6 h.p. sizes can be equipped with throttling governor for burning kerosene or gasoline. Handle the Jumbo Line this winter.

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG REGINA SASKATOON CALGARY

TRY THIS TEST ON BT LEATHERS

PUT any BT Pump Leather in a bucket of water and leave for several hours. The BT Leather will remain quite as firm as when first put in the water. BT Leathers act in just the same way when put on a pump. A plunger fitted with BT Leathers will maintain a water-tight and air-tight fit long after other leathers have become as limp and useless as a wet rag. Better hides are used in BT Leathers, and greater care is taken in the process of manufacture.

Find out more about

*BT Leathers,
Cylinders,
Pumps, etc.
by writing to*

**FOR BIGGER
PROFITS HANDLE
THE BT LINE**

BEATTY BROS. LIMITED

WINNIPEG, MAN. FERGUS, ONT. MONTREAL, QUE.
EDMONTON, ALTA. LONDON, ONT. ST. JOHN, N.B.

16 HOLBORN VIADUCT, LONDON, ENGLAND

ANNOUNCING A Real 4-Plow Kerosene Tractor



The Eagle 16-32

UST the Tractor you have been wishing some one would build.

A Tractor that will pull 4 14-inch stubble plows, not only in average soil, but also where the plowing is tough. and do it without overloading the motor.

A Tractor guaranteed to burn Kerosene as perfectly as Gasoline at all loads, under all conditions, and to use no more Kerosene than Gasoline.

A Tractor so simple that the average man soon learns to operate it efficiently, and on which the Dealer does not waste half his profits in rendering service—a Real Tractor.

Why The Eagle 16-32 Fills The Bill

Read The Specifications. They Tell The Story

MOTOR. Horizontal, Twin-Cylinder, Valve-in-Head, Slow Speed. 8-in. bore, 8-in. stroke, 500 R.P.M. Develops OVER 40 B.H.P. 3-Bearing Crankshaft, with large, bronze-backed, die-cast bearings, easily removable.

CARBURETOR. Schebler Special Tractor Model. **MAGNETO.** Dixie High-Tension, with Impulse Starter.

FRAME.—Built of 8-inch Channels, well braced.

TRANSMISSION. Equipped with Hyatt Heavy-Duty Roller Bearings.

SPEEDS. 2.2 and 3.3 miles per hour forward; Reverse Speed, 1¼ M.P.H.

WHEELS. Driving Wheels, 52 inches diameter, 12-inch Face. Front wheels 32 inches diameter, 8-inch face.

BELT PULLEY. 20 inches diameter, 10-inch face, and placed in the right place.

COOLING SYSTEM. Perfex Tractor Radiator. 21-inch Fan, Pump Circulation.

We Also Build The Eagle 12-22

A good 2-3 Plow Tractor. Canadian Territory is now being allotted to Live Dealers and Distributors. Don't Miss the Greatest Tractor Opportunity for 1920.

WRITE OR WIRE AT ONCE

Eagle Manufacturing Co.

615 Winnebago Street

Appleton, Wis.

Established 1888

Tractor Builders Since 1910



8-16 H.P.
Avery Tractor

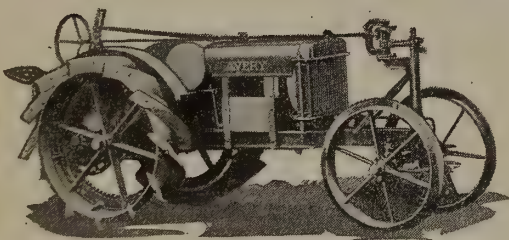
12-25 H.P.
Avery Tractor

14-28 H.P.
Avery Tractor

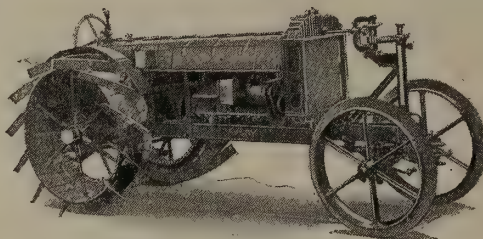
“Just See the

The Avery Line includes:

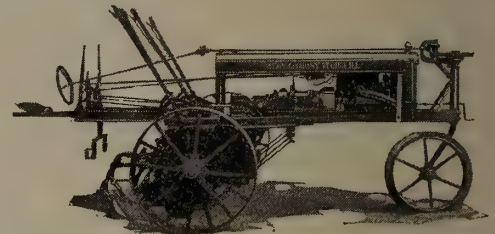
the fast-selling, money-making six sizes of tractors, 8-13, 12-25, 14-28, 18-36, 25-50, and 40-80 H. P., and the following machines:



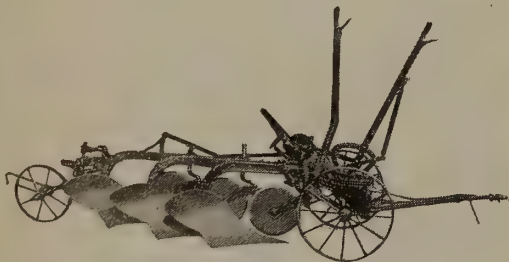
Avery Special Model "B"
5-10 H.P. Tractor



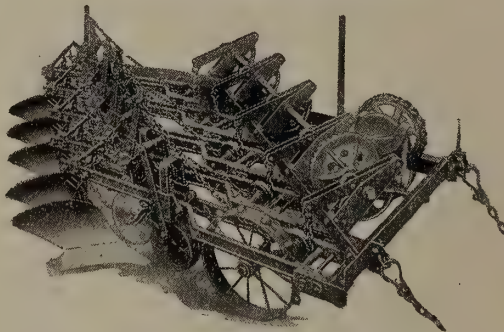
Avery 6-cylinder Light Weight
Tractor, Model "C"



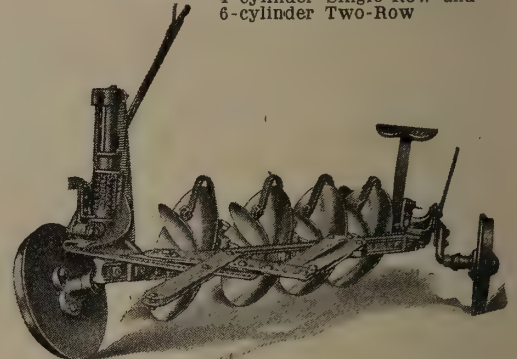
Avery Motor Cultivator—two sizes
4-cylinder Single-Row and
6-cylinder Two-Row



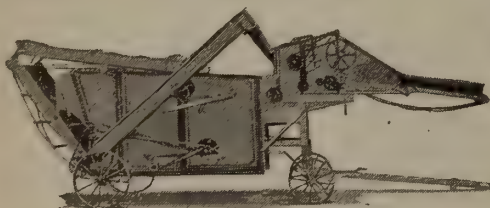
"Power-Lift" Rigid Beam Light Tractor
Plow—2, 3, 4 and 5 Bottoms



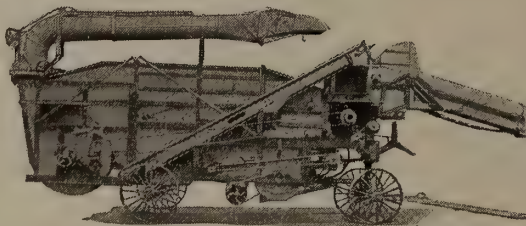
"Self-Lift" Independent Beam—
3, 4, 5, 6 and 8 Bottoms



"Power-Lift" Disc Plow—
2, 3, 4, 5, 6 and 8 Discs



Avery Light Weight Individual
Thresher, 22 x 32 in.
Roller Bearing Equipped

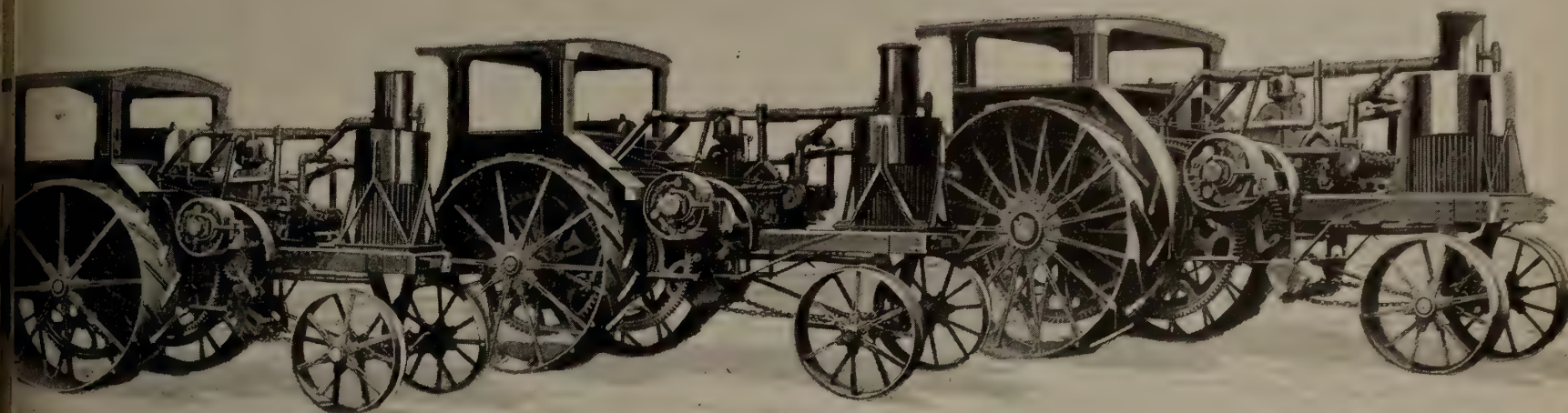


Avery "Yellow-Kid" Thresher, for Individual
and Small Runs, 20 x 30 and 24 x 36 in.
Roller Bearing Equipped



Avery "Yellow-Fellow" Thresher, for Farmer
Company and Custom Work. 28 x 46, 32 x 54
and 36 x 60 in. Roller Bearing Equipped.

In addition the Avery Line includes: Power Operated and "Self-Adjusting" Tractor Disc Harrows; "Power-Lift" Tractor Grain Drills; Tractor Hitches for Two and Three Disc Harrows and Drills; Single and Double Row "Self-Lift" Listers; Silo Fillers; Tanks for Fuel, Water and Combination; Portable and Skid Motors



18-36 H.P.
Avery Tractor

25-50 H.P.
Avery Tractor

40-80 H.P.
Avery Tractor

Avery Line for 1920"

THE Avery Line gives any dealer the sale of a complete line of tractors for any size farm and every kind of work, and a complete line of tractor drawn tools and tractor belt driven machinery.

YOUR OPPORTUNITY

This includes six sizes of tractors, 8-16, 12-25, 14-28, 18-36, 25-50 and 40-80 H.P., all built alike, with the same standardized design, and two small Avery tractors, the Model "B" 4-cylinder 5-10 H.P., and the Avery 6-cylinder light weight tractor;

Light and Heavy "Self-Lift" Independent Beam Moldboard Plows, Disc Plows in sizes to fit every size tractor we make; Power Operated, "Self-Adjusting" Tractor Disc Harrows and Tractor Grain Drills; Tractor Disc Harrow and Drill Hitches; Single and Double Row "Self-Lift" Listers; Four-Cylinder One Row and Six-Cylinder Two Row Motor Cultivators; Roller Bearing Threshers in all sizes, for individual, farmer-company and custom work; Silo Fillers; Tanks for Fuel, Water and Combination; Portable and Skid Motors, etc.

The complete Avery Line gives you something to sell every month in the year, and makes every month an Avery month for Avery Dealers.

*All are one-man outfits;
All tools operated from the tractor platform;
All tools "Power-lift" and "self-adjusting";
All tractors coupled instantly at the drawbar, or belted instantly to any machine—belt pulley always in place.*

The Avery Line means opportunity in the motor farming business. It means money to you as a dealer. If you are going to sell tractors, why not sell a complete line? Be the motor farming specialist in your territory. Sell everything your customer needs in motor farming equipment.

The sale of a tractor to a farmer means that sooner or later someone is going to sell him some tractor drawn implements, a thrasher, a silo filler, and other machinery for use with his tractor. Avery agents develop all this business for themselves.

The dealer with the Avery Line does not divide the business on tractor drawn tools and belt driven machinery. He makes his store motor farming headquarters with a complete line, and that's what makes it pay.

In addition, he can centralize his buying; take advantage of his volume in quantity discounts; insure prompt, dependable service for his customers, and sell machines that he can be sure will operate satisfactorily when hitched together.

Write us. We are now making agency contracts for 1920. Don't wait for someone else to make you wish you had the Avery Contract. Maybe your territory is still open. Address our nearest branch house.

EVERY COMPANY, Iowa Street, PEORIA, ILL.

CANADIAN AVERY COMPANY, LTD., WINNIPEG, MAN.

Branches: Regina and Saskatoon. Sub-Branches: Lethbridge and Camrose

AVERY

**Motor Farming, Threshing
and Road Building Machinery**

Lister Head Visits Canada

Charles A. Lister, vice-president of R. A. Lister & Co., Dursley, England, is at present on a business visit to Canada. He crossed the Atlantic with W. F. Ellis, manager of the Toronto branch of the R. A. Lister Co., of Canada, who has been in England for some time. During his stay in the Dominion Mr. Lister will

visit the various branches of the Company. He reports the English factory as busy turning out the well known Lister lines to supply a heavy foreign demand.

Canada's Wheat Yield

The Dominion bureau of statistics at Ottawa, places the total yield of wheat in Canada at 193,688,800 bus., including 174,-

687,000 bushels of spring wheat, and 19,080,000 of fall wheat. The average yield per acre is 10½ bushels for spring wheat, 23½ bushels for fall wheat and 11¼ bushels for all wheat. In 1918, the total yield of wheat was 189,075,350 bushels, or 11 bushels per acre. For oats the average yield per acre for Canada is 27 bushels, representing a total of 399,368,000 bushels, as compared with last year's average of 28¾ bushels, and total of 426,312,500 bushels. Barley, with an average of 22 bushels, yields 66,443,500 bushels, as against last year's average of 24½ bushels and total of 77,287,240 bushels.

The 1919 yields for the prairie provinces in bushels is estimated as follows: Wheat, 161,419,000; oats, 246,856,000; barley, 46,412,000; rye, 5,954,000.

Sales Head of Milker Organization

E. A. Lockyear, salesmanager of H. F. Bailey & Son, Galt, Ont., Canadian manufacturers of the Hinman milking machine, reports a great extension of the sales organization in that company during the past year. He is one of the best informed men in Canada as regards the dairy

organization as a blockman, and was subsequently made sales manager of the Montreal branch. About a year ago he joined the H. F. Bailey organization. He anticipates a great demand for the Hinman milker in Western Canadian territory

Emerson-Brantingham Implement Company Opens New Branch

Owing to the rapid growth of its business in Ohio, the Emerson-Brantingham Implement Co. announces the establishment of the Columbus, Ohio, sub-branch as an independent branch house,



B. N. WOODSON

in order to serve its Ohio customers in a more efficient and satisfactory way. B. N. Woodson has been appointed manager, and J. N. Inwood assistant manager.

Brown Leaves Webster Electric

We have been reliably informed that Mr. Walter Brown is no longer actively connected with the Webster Electric Co., Racine, Wisconsin, as general manager, and that the position is being filled for the present by Mr. S. A. Lobb, secretary and treasurer.

Implement Inventor Dead

Richard Sylvester, head of the old established Sylvester Manufacturing Company, Lindsay, Ont., died in that town on October 21st. He was the inventor of many machines, including the Sylvester grain drill, plow and cultivator, also of a hand car engine for railway use which is in big demand on the various systems. Mr. Sylvester was 74 at the time of his death.

The Famous "CHATHAM" FANNING MILL

Has more gold medals and highest awards to its credit than any Fanning Mill in the world. Over 500,000 Canadian and American farmers use "CHATHAM" MILLS because it is a good investment. The same sturdy construction that has made the "CHATHAM" famous. Best for your customer, most profitable for you.



Write us or our nearest branch for Catalogues, Price Lists, and Agency particulars.

Branches at

BRANDON, SASKATOON, CALGARY AND EDMONTON

Gray-Campbell Ltd.

MOOSE JAW, SASK.

The GILSON "Goes Like Sixty" Line
The CHOICE of over 1,000 CANADIAN DEALERS

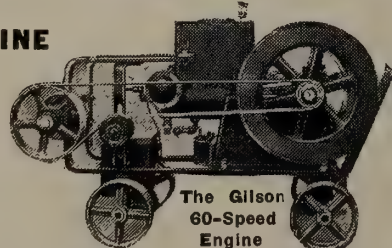
THE DIXIE "ACE"
11-20 and 15-30 H.P.
sizes

Over 1,000 CANADIAN DEALERS are pushing the Gilson "GOES LIKE SIXTY" Line exclusively. Gilson Products lead and dominate in quality and service.

THE DIXIE "ACE" represents the dawn of a NEW ERA in TWENTIETH CENTURY TRACTOR DESIGN. It is the combination of the highest standards known to the latest and best tractor engineering skill. It is years in advance of other tractors, and Quantity Production makes the price so reasonable that every progressive farmer is a prospect. All gears dust-proof—entirely enclosed and running in oil.

THE RELIABLE GILSON ENGINE

Over 40,000 in use. Sold to you and guaranteed DIRECT BY THE MANUFACTURER—the largest factory under the British Flag devoted exclusively to the manufacture of high-grade Farm Engines. An engine for every requirement. Sizes 1¼ to 16 H.P. Pumping Outfits, Wood Sawing Outfits, etc.



The Gilson
60-Speed
Engine

Other Gilson Products include: Thrashers—Silos—New Idea and Nisco Manure and Straw Spreaders—Silo Ensilage Cutters, Feed Cutters—Feed Grinders—Wood Saws—Washing Machines, etc. — a Complete Line of Power Farm Machinery for the Substantial Dealer who appreciates Goods of Quality.

We want men who are interested in performance, who realize that performance makes business, brings repeat orders, and builds up permanent commercial assets.

If you are in this class wire or write us TO-DAY and tell us what lines you are interested in. Some good territory is still open.

GILSON MANUFACTURING CO. LIMITED

277 ELGIN AVENUE

WINNIPEG, MAN.



E. A. LOCKYEAR

equipment industry, having had a remarkably wide experience. When only seventeen he entered the cheese and butter business in Ontario, later taking a special course in dairying at the Guelph Agricultural College, where he took diplomas in all branches of study. For two years he was employed as a tester with the Holstein Association, following which he managed large cheese and butter factories. Leaving this line of endeavor he entered the farm machinery business at Cathcart, Ont., handling the Empire line. He later joined the Empire

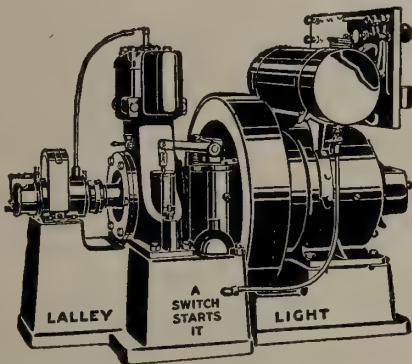
LALLEY-LIGHT

THE BALL-BEARING ELECTRIC LIGHT PLANT

Every district has farmers this year who have never before been considered prospects for a lighting plant. Many of these new prospects are going to become purchasers—are you going to sell them their plants? You can.

Don't put this opportunity off any longer. Drop us a line to-night. Let us fix you up and get in on these profitable sales.

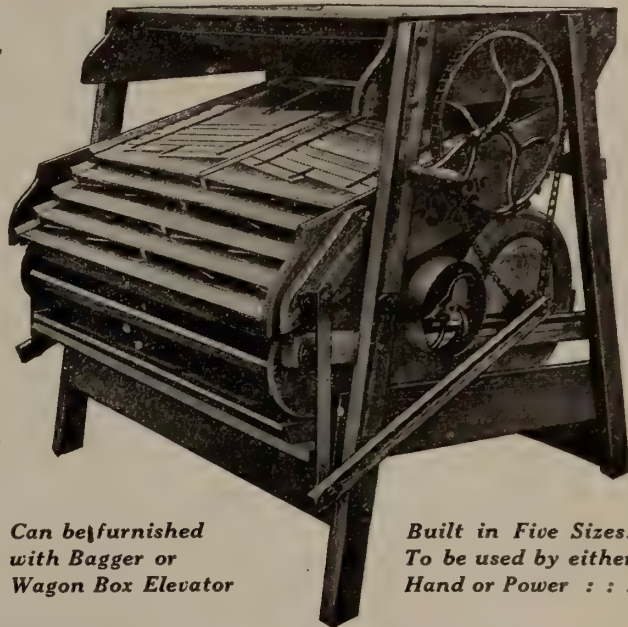
The LALLEY
Farm Lighting Company Ltd.
52 PRINCESS STREET, WINNIPEG



ANNOUNCEMENT

Winner Fanning Mills

ARE NOW ONLY SOLD BY THE
ORIGINAL MANUFACTURERS



Can be furnished
with Bagger or
Wagon Box Elevator

Built in Five Sizes:
To be used by either
Hand or Power : : :

The **WINNER** Mill has been greatly improved and is now manufactured and sold only by us. We are willing to send this Mill on trial to any reliable dealer on a guarantee to do better and faster work than any other Mill.

DEALERS: WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LIMITED
WINNIPEG, MAN.

TURNER Simplicity

Simplicity dealers have the sales advantages of tractor dependability and operating economy to help them get distribution.

The Simplicity lowers labor bills. It provides abundant power for every belt and traction job on the average sized farm. Skilled operators are not required.

Simplicity tractor distribution is nation-wide. We have some openings on smaller territories for dealers who will work them intensively.

Tie to the Simplicity for profit and sales satisfaction.
Address

The Turner Manufacturing Company
215 Lake Street, Port Washington, Wis.

Manufacturers of Simplicity Engines for eighteen years.



The Practical Tractor

14-25
3-Plow
Kerosene burning.

Cockshutt Plow Co. Did Increased Business

Profits of \$571,586 for the year ended June 30th last are reported by the Cockshutt Plow Co., Ltd., of Brantford, Ont. These are the largest profits since 1913, when \$753,298 was earned. Referring to the company's present position, Col. Harry Cockshutt, the president, says. "The position of the company has materially improved. We have been able to pay four quarterly dividends of 1 per cent on the preference capi-

tal and we expect to continue the dividends until conditions become more settled. We further hope to declare at an early date a dividend of 3½ per cent on account of deferred dividends on the preferred stock."—Industrial Canada.

Biggert Joins E-B Organization

H. H. Biggert, for several years superintendent of the International Harvester Co. plant at Hamilton, Ont., has joined the forces of the Emerson-Branting-

ham Co. at Rockford, Ill. He will assist in the production of the E-B Osborne line of harvesting machinery, together with taking on other important duties in the manufacturing end of the business. His acquaintance with the general production of farm machinery, and particularly the construction of harvesting machinery, assures the continued success of the E-B Osborne line. Mr. Biggert has had long experience in the manufacture, production and development of agricultural implements, and his addition to the staff of the Emerson-Brantingham Company is a distinct asset to that organization.

W. H. Haggard Retires

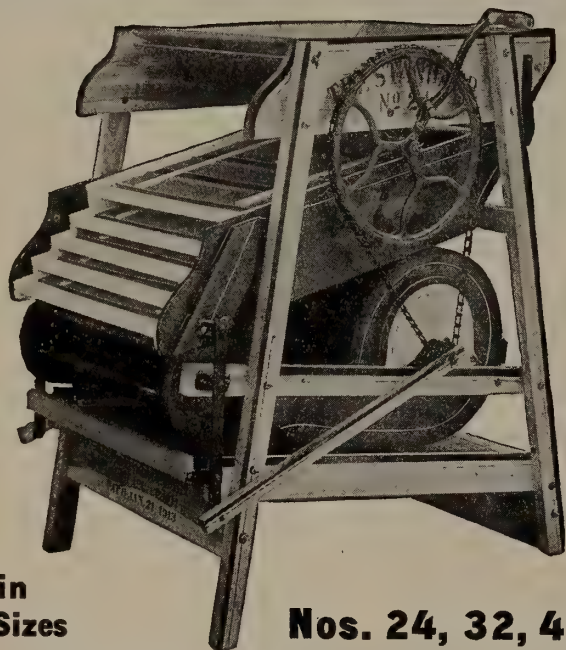
After over 48 years of service in the implement, thresher and tractor industry, "Bill" Haggard, division sales manager of the Emerson - Brantingham Implement Co., Rockford, Ill., has retired for a well earned vacation. Among the veterans of the industry few men are better known than W. H. Haggard. He

gard came along as one of the main assets, and his attention since the consolidation has been given to the general implement sales and particularly to the promoting of the tractor and thresher business.

Advance-Rumely Forms Service Department

The Advance-Rumely Thresher Company, La Porte, Ind., announce the formation of a service department in charge of George W. Iverson, of Chicago. Mr. Iverson comes well qualified to fill this

The STANDARD WILD OAT CLEANER, GRADER, SEPARATOR



Built in
Four Sizes

Nos. 24, 32, 40, 48

Extra long screens make the "STANDARD" the best grain grader on the market. Easy running and very simple to operate.

The Largest capacity mill on the market. Can be furnished with sack or wagon box elevator.

Why the "STANDARD" is the best, as well as the fastest Separator.

Over each of the five wheat gang sieves we have a set of stationary veneer slats, which work on the sieve, at all times keeping the sieves clean, evenly distributing the grain over the FULL surface of the sieve so that EVERY part of the sieve MUST be doing its share of the work and EVERY kernel of grain must come in contact with the sieve. This is the reason no wheat goes over with the tailings, as is the case with most cleaners. These slats PUSH the wheat through the perforation, keeping the oats flat and carrying them over. That is why we can guarantee twice the capacity of any other mill having the same sieve surface. THE WEATHER WILL NOT AFFECT THESE SLATS.

The "STANDARD" feeding device is perfect, working automatically, so that when the machine stops the feed stops, without any adjustment.

The "STANDARD" is equipped with "rubbing bars" under the screen, keeping the screen clean at all times, which means clean and fast work.

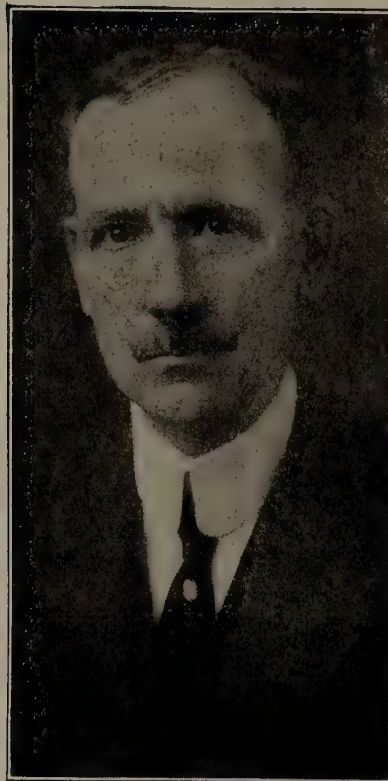
The "STANDARD" is a very heavy, durable machine, having durable sieves, which will not sag in the centre, insuring at all times a level sieve.

The "STANDARD" is an all-purpose, large capacity machine which is meeting the requirements of the most particular farmer and seedman. Don't fail to see it.

Dealers: Write us at once and we will have our representative call and show you why our mill is the one you should sell.

MANUFACTURED BY

STANDARD FANNING MILL COMPANY
MINNEAPOLIS, MINN. WINNIPEG, MAN.



W. H. HAGGARD

started as a dealer in Bloomington, Ill., and in 1885 took charge of collections in the Northwest Territory for the Walter A. Woods Co. Later he was appointed sales manager of the Rumely Company, holding that position for fifteen years. As vice-president in charge of sales of Reeves & Co., by his aggressive and modern sales ideas, this concern was developed into one of the leading manufacturers in the threshing industry. When that company was consolidated with the E.-B. company, Mr. Hag-

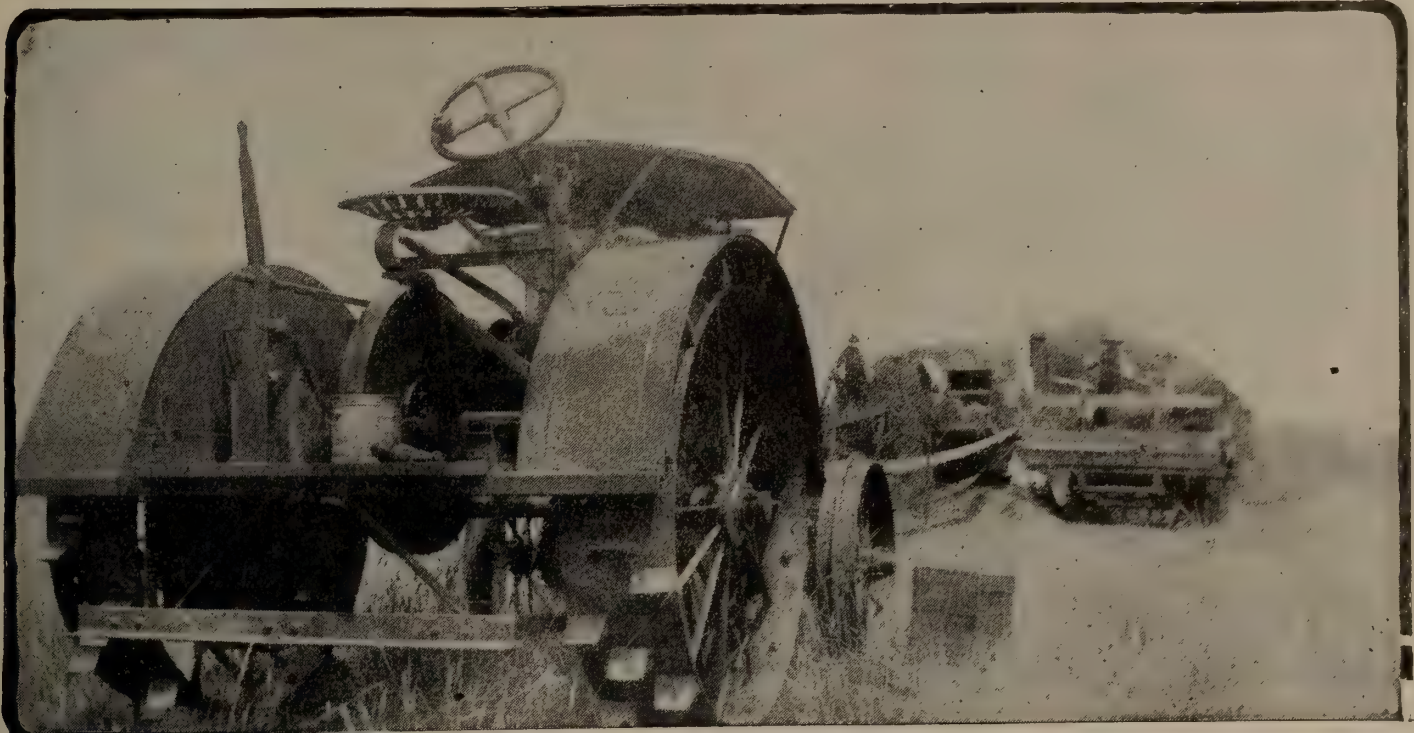


GEO. W. IVERSON

important position. He brings with him eleven years' experience in the tractor field, divided about equally between practical mechanical work in field and shop, and study in classroom and laboratory. Two seasons operating tractors on the Canadian prairies taught the fundamentals of field work, and three years in various automobile and machine shops taught shop practice and trouble shooting. He is a graduate in agricultural engineering at Iowa State College, and taught there for a year after graduating.

Western Canadian dealers will remember Mr. Iverson, who is a member of the Society of Agricultural Engineers. He joined the U.S. Army, serving in the artillery. At Samur, France, he acted as an instructor of motorized batteries and served with the army of occupation in Germany following the armistice. In all he spent 26 months in the army, with 16 months on active service overseas.

Don't let others run your business.



Wonderful Performance

"We plowed from 9 to 10 acres per day with our ALLWORK, burning only 20 gallons of kerosene. The best plowing engine we ever saw. After plowing 150 acres, harrowing, grinding, running ensilage cutter, etc., we inspected the gears and crank bearings and the wear could not be noticed at all."

HERZOG BROTHERS,
Atchison, Kan.

Power A Plenty

—and to Spare—for All Kinds of Field and Belt Work

THE powerful 4-cylinder motor (5-in. bore and 6-in. stroke) built into the ALLWORK Kerosene Tractor is really the type of engine usually furnished to pull *four* plows. We simply claim that the ALLWORK will pull *three* plows through any kind or condition of soil. This is because it is designed to give and does give a sure surplus of power for all field and belt work at all times of the year. Furthermore,

You Can Guarantee It to Burn Kerosene Successfully

—with absolutely no danger of pre-ignition. What's more, in operating an ALLWORK the farmer does not have to use water with the kerosene, which must be done if he has a tractor equipped with a high-speed engine. The cooling system is 25 per cent larger than that ordinarily used in a motor this size. This

positively prevents over-heating of engine. A quart or two of water per day is ample replenishment.

Live dealers will find the ALLWORK agency a real asset. Our greatly enlarged advertising campaign and the tried-and-true merit of the ALLWORK make sales easier for you.

Write for Dealer's Terms

Electric Wheel Company Box 327 Quincy, Illinois

Allwork

KEROSENE TRACTOR

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary, Distributors for Alberta

Rumely to Build in Regina

It is reported that the Advance-Rumely Thresher Co., La Porte, Ind., will build a fully modern fireproof warehouse at Osler St. and Seventh Ave., Regina. The approximate cost of the new branch will be \$150,000. It is stated that work will commence next spring, plans now being prepared at the head office. The new building is to be of reinforced concrete construction, 250 by 100 feet in size, full basement and either one or two

stories in height. The new structure will provide offices for the southern Saskatchewan branch of the company's business and better warehouse facilities.

Eastern Tractor Man Visits Winnipeg

C. E. Brown, Brantford, Ontario, manager of the Canadian branch of General Tractors, Inc., of Watertown, Wis., visited Winnipeg recently with a view to establishing a distributing connection for their line in the Can-

adian West. The company manufacture Nevverslip and Lightfoot tractors, machines of the creeper type, operating on endless tracks. They are made in three sizes for all farm work—the 30-18 h.p. with four plow capacity; the 20-12 h.p., an all-purpose farm tractor, and the 12-7 h.p. Lightfoot.

E.-B. Dealer Kidnapped

The Emerson Brantingham Company are making every effort to secure the release of W. O. Jenkins, their dealer at Puebla, Mexico. Mr. Jenkins was kidnapped by a group of bandits on October 19, and is held in the mountains for \$150,000. Mr. Jenkins is a native of Tennessee, and has carried on a business in Mexico for twenty years. The implement game in that country evidently has its "risky" side—not in the credit sense.

Litter Carriers to be Standardized

At present litter carriers of practically the same dimensions are rated differently; some manufacturers attempt to give the pounds capacity of their carriers, others the capacity in bushels, and still others in cubic inches or cubic feet.

The American Society of Agricultural Engineers has undertaken to bring about standardization of dimensions in the construction of litter carriers, now used to a large extent as a part of the equipment of farm barns.

Duty on Milking Machines Reduced

The reduction of import duty on milking machines should be a big inducement for implement dealers to push this line very vigorously in the future. These time and labor-saving machines until now were carrying a duty of 27½ per cent, with 7½ per cent war tax. This has now been reduced to a straight 20 per cent.

This will mean much to the dairy industry of the Canadian West as very many of the larger dairies consider the milking machine indispensable.

To Manufacture Binder Hitches

A. E. Donovan, vice-president of the Magnet Metal and Foundry Co., Winnipeg, announces that this manufacturing concern have secured the manufacturing rights for Canada of the Hansmann hitches for binders, drills, harrows, etc. This line is well

known and in good demand in Canadian territory. It has been placed on the market for many years by the Hansmann Mfg. Co., Long Prairie, Minn.

Engine Courses in Saskatchewan

Three short courses of instruction on internal combustion engines, including automobiles, will be held by the University of Saskatchewan during the coming winter. The dates of the courses being December 1st to 20th, 1919; January 7th to 26th and February 4th to 23rd, 1920. These will be held under direction of the department of agriculture extension, College of Agriculture, Saskatoon. The course covers the principles of engine, tractor and automobile construction, assembly of parts, repairs, operation and maintenance. Maximum horsepower and economy trials will be held. The attendance in each class is limited to fifty, the fee per student being \$5.00 a week. A new building is being erected to house the tractors and engines.

Working on Standardization of Implements

Meetings are being held between the joint committee of the Canadian Manufacturers' Association and the Commerce Committee of the House at Ottawa, which bodies are discussing the possibilities of standardization of farm machinery and of parts for same. Negotiations are in progress and it is hoped that results in implement standardization will be secured which will be of material benefit to the implement industry and to farmers as well. In the United States remarkable progress has been made in eliminating unnecessary types and sizes of implements and farm equipment generally—seeders, harrows, plows and wagons being the main lines to which attention was paid.

No Increase in Gasoline Anticipated

G. W. Mayer, Vice-President of the Imperial Oil Co., states that whatever else may go up in price this winter there is not likely to be an increase in the cost of gasoline. Gasoline prices are expected to stay at their present level, there being no tendency toward a rise in the Canadian market. Mr. Mayer says the drop of one cent a gallon a few months ago is the only change in price that has been made this year.

If in doubt don't sell.

Make the Winter Months Profitable

MAX TANK HEATERS

A line that sells readily. MAX Tank Heaters are made of the best quality, heavy sheet steel, with welded joints, making a solid one-piece body. Exceptionally large submerged radiation surface. Almost anything that will burn makes good fuel for the MAX heater. Suitable for wood, steel or concrete tanks of any size.

Heavy Cast Top—Self-Dumping Grate—Smoke pipe has spark arrester—Cleanest to handle—Heats water very quickly—Draught easily regulated—Built to last a lifetime.

A SAMPLE ON YOUR FLOOR WILL HELP YOUR SALES
WRITE TO-DAY FOR PRICES AND FULL PARTICULARS



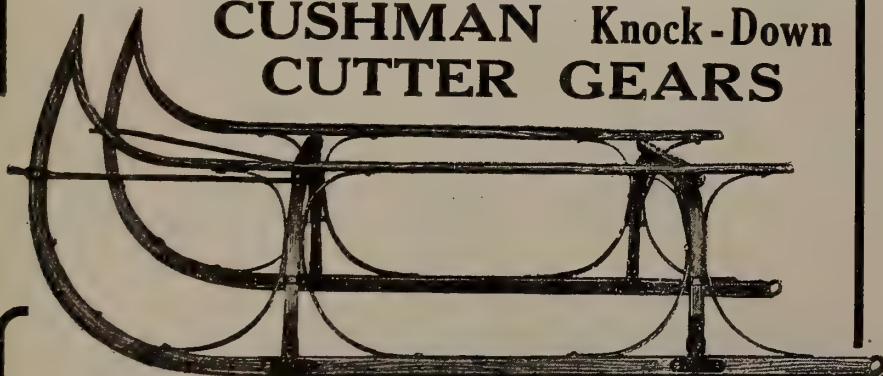
Winnipeg Ceiling and Roofing Co. Limited

Makers of Max Stock Troughs, Wagon Tanks, Oil Barrels, etc.

P.O. Box 3006

Winnipeg, Man.

A FAST SELLING, SEASONABLE LINE CUSHMAN Knock-Down CUTTER GEARS



CUTTER GEAR SET UP READY FOR USE

Fit any ordinary buggy body. Furnished with shifting bar to take regular buggy pole or shafts.

All wooden parts made from selected hickory and oak; 7/8 x 3-16-inch steel scroll braces.

Bent hickory Runners, 1 x 1¼-inch. Knees, 1¼-inch square, of bent hickory. Steel shoes, 1 x 3/8-inch. Tread, 3-ft. 2 ins. Length, 6-ft. Height, 18-inches. Weight, 50 lbs.

Shipped Knocked-Down to Save Freight. Place your order NOW for this quick selling line.

WRITE FOR PRICES AND FULL PARTICULARS

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline

Engines for all Farm Power Work

DEPT. E., WHYTE AVE. AND VINE ST.

WINNIPEG, MAN.

*Two
Leading Manufacturers
complete the world's
greatest farm engine.*

**Fortunate dealers
who enjoy sales
contracts on this
product positively
dominate farm
engine sales in
their territory.**

**One manufacturer
makes the engine;
the other supplies
the vital spark.**

BOSCH MAGNETO

JUST think of the famous "Z" engine with a Bosch high tension, oscillating magneto—which delivers a steady succession of hot, intensive sparks.

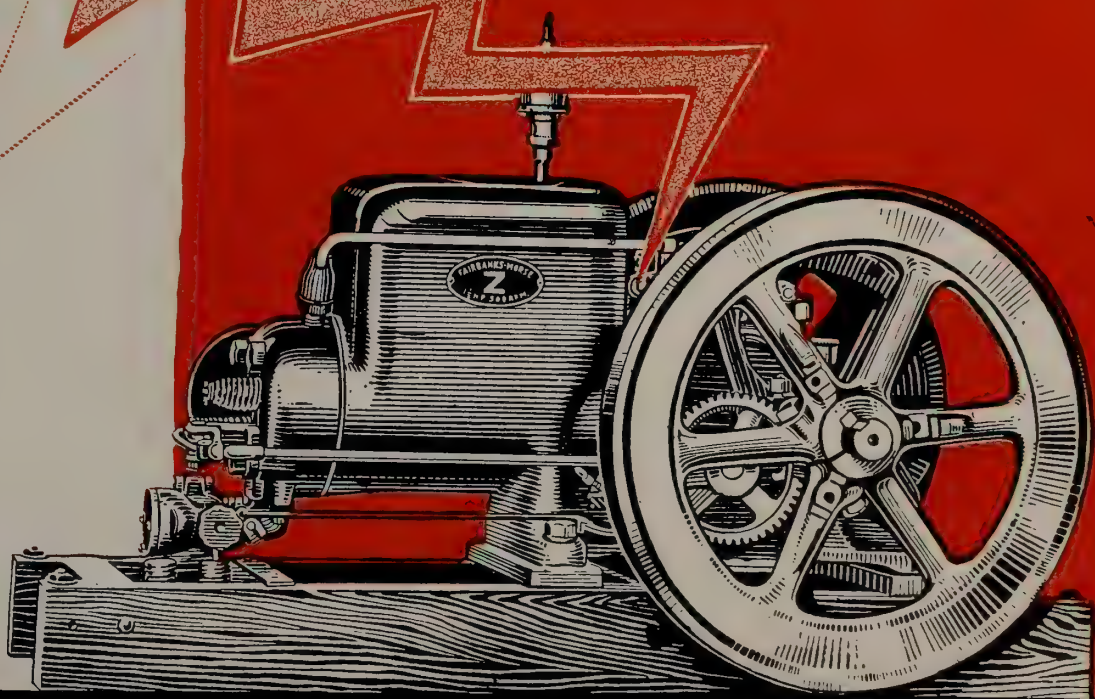
Our national, zone, and local farm paper advertisements are telling every farmer in Canada to at once call on the nearest "Z" engine dealer and see the result of this recent epoch-making combination — FAIRBANKS - MORSE "Z" WITH BOSCH MAGNETO.



*A combination which
engine-selling proposition*

M ECHANICAL perfection, plus power—and right price—to date sold the “Z” to over 250,000 farmers.

This quality and quantity production enabled us to contract for a large proportion of the extensive Bosch facilities for making this one possible “Z” betterment—which establishes a new farm engine standard.



*completes the biggest
n ever offered the trade*

**Available service
through co-operation
between The Canadian
Fairbanks-Morse Co.
Limited
and all Bosch service
stations throughout
Canada**

EVERY recognized Fairbanks-Morse "Z" engine dealer is an important link in this new national farm engine service chain—as vital a buying factor for every farmer as it is a selling factor for our dealers.

OUR salesmen are now explaining this new "Z" greater sales dominating power to a selected list of dealers.

The Canadian
Fairbanks-Morse
Co., Limited.



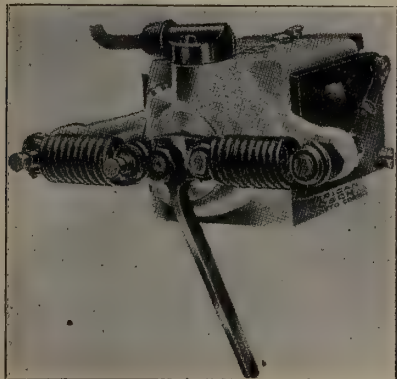
HALIFAX, N.S.
ST. JOHN, N.B.
QUEREC, Que.
MONTREAL, Que.
OTTAWA, Ont.

TORONTO, Ont.
HAMILTON, Ont.
WINDSOR, Ont.

WINNIPEG, Man.
SASKATOON, Sask.
CALGARY, Alta.
VANCOUVER, B.C.
VICTORIA, B.C.

Special Magneto Used on Fairbanks' Engines

The American Bosch Magneto Co., Springfield, Mass., announces a special high tension model, AB33, designed to provide effective ignition for low-speed engines. It is especially suitable for stationary liquid fuel engines, using gasoline, kerosene, distillate, etc. This magneto embodies a complete ignition system, requiring no batteries, ignitors or make and break apparatus.



The Bosch AB33 Magneto Used on Fairbanks Type Z Engines

It is designed especially for the new type Z engines as manufactured by Fairbanks-Morse Co.

High tension current is produced through a rocking armature made up of many coils of wire between the poles of a powerful magnet. The starting speed of liquid-fuel engines is usually low and yet a hot initial spark is necessary. The new Bosch magneto is equipped to render a hot spark on starting.

The sparking current is produced by rocking the armature between the poles of the magnet. There is a tripping device operated by a trip lever which affects the movement of the armature. This lever moves the armature back from its normal position and when it is tripped the armature moves with an impulse back through the magnetic field by the action of the powerful springs. This produces a hot spark regardless of the speed of the engine. It is said by the manufacturers that even with the largest size engines this magneto will provide an intense spark sufficient to ignite the mixture.

The rocking of the armature between the poles of the magnets induces a current in the armature primary circuit. This current is broken by the interrupter which is carried directly on the armature shaft, and the resulting discharge of current induces a current of high voltage in the armature secondary circuit. This high-tension

current is carried by the slip-ring collector brush to the high-tension cable which leads to the spark plug in the cylinder.

The construction of this magneto is excellent, being up to the usual high standard of the Bosch Magneto Co. Plain bearings are used and the complete armature is not interchangeable with other types. There are different sized trip levers for Z engines of different horse-powers. The larger sized engines are furnished with a hand trip lever for starting.

Avery Making Six-Cylinder Motor Cultivator

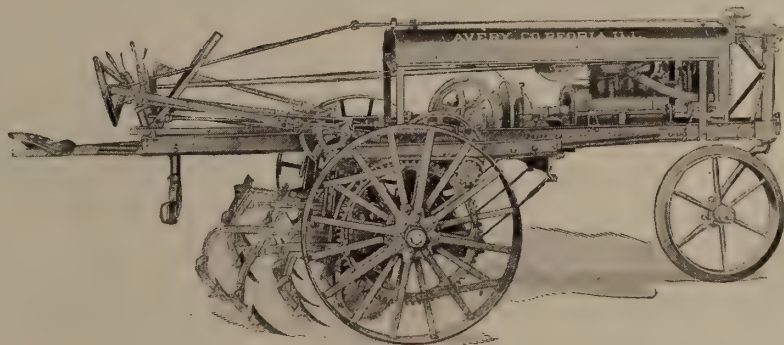
The Avery Co., Peoria, Ill., has been building motor cultivators for three years. A new model cultivator has just been announced. It differs from the older model mainly in that it has a six-cylinder engine instead of a four.

The company found that more power was required than was obtained with the engine pre-

detachable head. The engine is completely water-jacketed. Circulation is thermo-syphon. The upper crankcase and cylinders are cast integral, the cast iron crankcase being in two pieces. The crankshaft is of chrome nickel steel, 1 3/4 inch at each of the bearings. The rear bearing has a collar to take end thrust. Gasoline is used as fuel from a Kingston carburetor with Bennett air cleaner. Ignition is by the K-W high tension magneto with impulse starter.

In steering the hand wheel turns the castored front wheel through a set of spur gears. For quick turning there are individual brakes on either side of the differential on the differential shaft. By applying the brake on one side, the drive wheel on that side is stopped and the other drive wheel turns the tractor around in its tracks. In so doing the front wheel castors automatically. The clutch is operated by either a hand lever or a foot lever.

The cultivator gangs are



The Avery 4-Cylinder Motor Cultivator

viously used. The new engine is similar in design to the 4-cylinder job in every way with six cylinders. The frame, transmission and final drive wheels of the cultivator are the same as on the 4-cylinder machine.

In describing the new Avery 6-cylinder motor cultivator special attention will be paid to the engine. The Avery 6-cylinder motor cultivator is a 3-wheel machine. The two rear wheels are drivers and the front wheel is the steering member. It is a two-row machine, but is built in four different widths to accommodate different spacing of rows. The 6-cylinder engine is mounted longitudinally in the main frame channels. The transmission of power is through a multiple-disk clutch, a 3-speed sliding gear transmission, a bevel-pinion type differential, and through spur master-pinions and gears to the drive wheels.

The six-cylinder engine of the Model G-L cultivator has a bore of 3 in. and a stroke of 4 in., with a normal speed of 1200 r.p.m. It is the L-head type, the cylinders being cast in block with a single

pivoted at their forward ends and swing from side to side by stirrups. There is one hand lever for each set of shovels, four in all, to raise and lower the shovels. The seat is carried on two bars back

is considerable, so that the operator can cultivate as slowly as necessary the first time over and faster when the crop is larger. The machine is guided by the single front wheel which runs between the two rows. It is driven by the two rear wheels, which run outside the two rows.

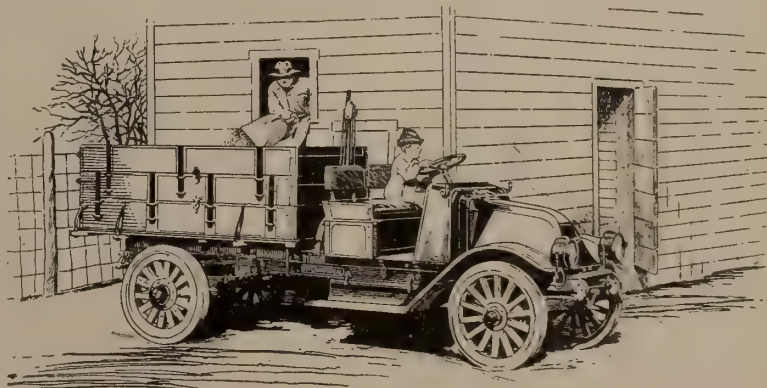
The cultivator is furnished with either two or three-shovel gangs, in either the pin-brake or spring trip style, and with either round sleeve or slotted shanks as desired. Where listed corn is cultivated special attachments are required. Regular lister gangs are used. In this case the extension rims are used on the rear wheel and a double front wheel to straddle the ridge between the rows of corn is used.

Motor Trucks Now Being Used for Grain Hauling in the West

In the grain growing sections of the Western Canadian provinces and also in the States, progressive farmers are now adopting motor trucks for grain hauling. Many of these trucks are equipped with grain tank dump bodies so that it is only the work of a moment to unload 70 or 80 bushels of grain at the elevator.

With equipment of this kind, making fast time on the roads, the problem of getting the grain from the thresher to the elevator has been reduced to merely an incidental chore—it is no longer a problem. The only problem now is to find sufficient grain elevator storage space to receive the rapid influx of motor-truck-hauled grain.

Tractors for plowing, harvesting and threshing, and motor trucks for hauling, makes a com-



Motor Truck Sales are Profitable for the Implement Dealer

from the end of the main frame channels in such position that the operator has a good view ahead, at the sides of the tractor, and the corn rows beneath.

The Avery motor cultivator ordinarily will cultivate 16 to 18 acres a day. The six-cylinder engine and the 3-speed selective gear provide a very flexible arrangement. Variation of speed

combination that can't be beat—economic power team work. And increased production, greater profits and increased efficiency follow in the wake of such combinations.

Attend every convention in your line in order to know how others do it. Association breeds success in business.

The Question of Exchange

As between individuals, when purchases are made, there are only three ways of making settlement. You pay in cash, or trade something you have for value received, or give your note, which simply postpones the payment. Trade between countries is settled in the same way. Every dealer knows the importance of carrying customers after a poor crop season. In like manner, today, Europe cannot pay in goods for what she gets; she needs to import goods. She cannot pay in gold as she has none to spare.

Present situations in supply and demand have led to the exchange problem. When the payments both ways between two countries are equal they practically offset and cancel themselves; exchange is at par. The exchange problem was very clearly explained by G. E. Roberts, vice-president of the National City Bank, New York, in an address delivered at the recent convention of the National Implement and Vehicle Association. As an example, stated this financial expert, if the exports of the United States to Canada and the exports from Canada to the United States balance at say four hundred million dollars a year, exchange will be practically at par, perhaps a small fraction of one per cent, for the use of banking facilities. But if the payments which Canada has to make in the United States largely exceed the payments which this country has to make in Canada, the Canadian banks will not be able to supply the demands on them for drafts on points in the United States.

Last year, the exports of the United States to Canada amounted to over \$800,000,000 and the exports of Canada to the United States aggregated over \$400,000,000. This means that the sales of Canadian products in the United States created only about one-half the amount of credits that were required to pay for the goods which the United States sold to Canada. The Canadian banks could draw drafts up to about \$400,000,000, and their balances would be exhausted, unless they replenished them in some other way. If the banker has some gold that he can spare he may ship it and draw against it, but Canada has had no gold to spare in the last four years and has maintained an embargo on exports.

In short, there is a demand in Canada for more credits in the United States than can be supplied in the normal way. Canada last year had a demand for \$800,-



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, NOVEMBER, 1919

000,000 of drafts and only \$400,-000,000 of regular trade credits. The competition for those credits sent them to a premium, rising as high as 5 per cent. A resident of Canada who owned salable securities in the United States might sell them in that country taking a draft on a New York or Chicago bank in payment and could sell that draft in Canada at a premium of 5 per cent, taking his pay in Canadian currency. In some such way, by loans or by the sale of American securities, the balance of four hundred millions in our trade with the United States last year was settled. The speaker contended that exchange charges are not arbitrarily fixed by bankers, who have to buy practically all the foreign exchange they sell and pay the market price for it.

Belgium Already Exporting Goods

While production in Great Britain and Canada has been interfered with by a series of strikes, necessarily meaning a loss of many working days in the aggregate, figures from Belgium show that that country, which was more directly affected by the war than any other, has made remarkable progress in getting her industries back to normal conditions.

Over 1,800 railroad trains are moving in Belgium daily, carry-

ing about 1,800,000 tons of freight. All trackage removed by the Germans has been relaid; 96 per cent of the bridges and viaducts have been restored. All main lines are in full operation. In November, last year, there were 800,000 iron workers unemployed in Belgium. To-day there are less than 150,000. During the first six months of this year Belgium exported 3,772 tons of plate glass. Carloads of cream separators made in Belgium are already entering Western Canada for sale.

It is good to see that a nation that was almost industrially wiped out shows an example that the only way to get back national prosperity is by work and increased production. We observe no reports from Belgium of strikes, demands for shorter hours and increased wages, and so on. Belgium did not lose her soul as a nation—nor has she lost heart in her era of reconstruction.

And from across the border, in Hunland, this publication has just received a letter, from Berlin, in which an advertising agency points out that several of their clients want advertising space with us so that German goods may enter the Canadian market. No, we didn't answer it, but it is evident that our present industrial unrest is not a paying proposition for the British Empire. Strikes and strangulation of production will not lower the cost of living.

Holding the Big Markets

Probably the most important feature of the Victory Loan, 1919, from the standpoint of the general welfare of Canada, and especially to the agricultural interests is that it will enable Canada to hold the big markets which she has created abroad, and especially in the motherland. The extension of credits to Great Britain and other Allied countries during the war, rendered possible the enormous sales of surplus farm products which made Canada prosperous. These credits were rendered possible by the success of previous Victory bond flotations.

From August, 1914, to August, 1919, Canada's trade abroad reached the huge dimensions of \$9,300,000,000. Of this sum \$5,400,000,000 is exports and \$3,900,000,000 imports.

This total is more than double pre-war standards, when during the same length of time we amassed a trade total of \$4,600,000,000.

No one class in the country will benefit more through the success of the new Victory Loan than the farmers.

Cash for the product of the farmer must be produced. How? By credit. By means of the Government loans to which Canada has been so generously subscribing during past years. Canada's big market was overseas; but the money to buy our products was not available. So Canada had to find the money.

Since 1914 the increase in the value of our foodstuff exportations has increased by leaps and bounds. Between 1914 and 1918 it increased from \$196,909,312 to \$385,746,765, an increase of 90 per cent. The growth in the amount of foodstuffs produced in Canada for the same period was 95 per cent.

The people supplied the Government of this country with the working capital which enabled it not only to carry on war, but to sell abroad on credit vast quantities of Canada's surplus products. Without this capital that great current of trade which brought the proceeds of the bonds back into the pockets of the Canadian producer could not have been set in motion. For a considerable time to come Great Britain and the countries of Europe will be compelled to ask credits of the countries whose products it purchases; and if Canada is not placed in a position to continue these credits, Canada will lose the big markets. For all, it is good sense and good business to buy Victory Bonds.

Putting New Life in Sleigh Trade

Possibly owing to the fact that the automobile bulks so large in the eyes of the farmer nowadays, not only have vehicle sales been somewhat neglected, but also sleigh lines, the natural fall and winter side-partner of the vehicle business. So far as Canadian territory is concerned, we can usually depend upon a good snowfall. The farm sleigh and bob and cutter lines will always be in demand, and it is possible that more business could be done in these lines if they received more attention on the part of the dealer.

Sleighs are a line that can be displayed to advantage, and with them go good possibilities for the sale of harness. By a steady drive for sleigh trade the average dealer can discover a great deal of business which he may have thought did not exist in his territory. Local advertising, circular letters and live sleigh literature are all essentials to increasing sleigh business. The cutter is still par excellence the winter vehicle for the young folks, and it has advantages over the automobile that are obvious. It is possibly due to the exceptionally high prices now made upon their cutter lines by the manufacturers that the dealer is losing interest in this line, for prices in sleighs and harness are now such that it is almost impossible to make sales to the average customer.

Do You Carry Adequate Insurance?

Every implement dealer who owns the property in which his stock is located should look well into the matter of insurance on his building with a view to keeping the property covered for an adequate amount. Policies taken out before the war, or during the earlier years thereof, which at the time of underwriting covered probably from 75 to 80 per cent of the value, will to-day cover but 40 to 50 per cent of the present day value of the property insured, due to increased costs of labor and materials. This condition calls for prompt attention.

This is a factor to which many implement dealers have doubtless given little thought. Many who have been in the habit of adding short term policies to cover their heavy stocks at the opening of seasons have presumably failed to realize that, always providing reasonable care has been taken of their buildings, these are to-day worth considerably more than in past years.

Were your store to be destroyed by fire, covered only by insurance entirely adequate some three or four years ago, you might find that the indemnities received from your policies would fall far short of sufficient to replace your building under present day labor and building material price conditions.

Increasing Your Turnover

Rapid turnover is the thing that will cut your cost of doing business. Goods on your shelves, machines on your floor, are necessary, but fast selling of those goods is much more necessary if you are going to continue in business these days of high costs.

Your capital is only so much. You need an increasing variety of stocks to enable you to sell your trade, and to keep them from going elsewhere if you do not happen to have the particular type they have their fancy set on.

With your capital you want to have just as wide a variety of equipment or machines as possible. By planning your line and checking your requirements, you can buy so that you will have no stock in your store over a few months old.

Keep Posted

Every implement dealer should read at least one good newspaper from the nearest large city and at least one trade magazine. Every issue of every trade journal is full of the important happenings in business circles—they survey the big field of national business and interpret the happenings in their particular line. It is practically impossible, in this day of rapid advancement, for any dealer to be well informed about his own business without the careful reading of one or more trade papers.

Concrete Facts in Selling

Too many salesmen still fail in equipping themselves for the commercializing of their problems. They know that the machine is a money-maker for the farmer; but how? How do they tell him? Do they express it in a way that gets into his system? Talks about high grade alloy steel mean little or nothing excepting as they are brought into form for showing the actual increase of efficiency of the machine in dollars and cents. It is not enough, even, to tell a man that this machine will outwear the one beside it so many months or years. Put the commercial side of the problem into some sort of concrete form.

Farm business is like any

other business, run for profit; it has to be in order to live. The farm machine which will not show a greater amount of profit for the same investment of money or energy is not a profitable machine to buy and has no place in the modern farm equipment. Neither, then, has the selling argument a place in the business farmer's consideration, that does not show up the machine on a business basis.

The National Tractor Show

The Kansas City Tractor Club announces that the fifth annual national tractor show, which will be held from February 9 to 14, 1920. The show will be held in Kansas City, Mo. This show has established itself in past years as the biggest event of the kind in the world. The 1919 show held last February set a standard that will be difficult to surpass, yet the club officials feel that the 1920 exhibition will do it. A larger and even better show is indicated by the applications for space received thus early. Guy H. Hall is secretary of the club and manager of the annual shows.

Great Increase in Cost of Buggy Materials

At the annual convention of the Carriage Builders' National Association, held in Chicago recently, the manufacturers of buggies and vehicles showed marked optimism despite the effect of the automobile upon this line of production. While the number of plants in operation has decreased in recent years, the factories turning out vehicles all report a very satisfactory volume of business. In some cases more orders are being received than can be filled.

In his opening address, President Ahlbrand commented on the advance in the cost of materials during the past two years. Referring to his own make of buggy, he submitted a table showing the percentage of advance in the materials named in the period 1916-1918: Wheels, 187; shafts (dozen), 137; gear woods, 120; lumber, 100; steel tire, 78; bolts, 118; fifth wheels, 157; forgings, 111; springs, 150; axles, 210; linseed oil, 185; turpentine, 288; white lead, 46; leather, 208; rubber drill, 190; enamelled goods, 171; head lining, 153; body cloth, 181; carpet, 161; sockets, rails and joints, 133; average advance, 154. The selling price of the buggy advanced only 88 per cent.

Personal

Arnold Neita now has a harness business at Pense.

H. G. Reid owns an automobile concern at Ogema.

Donaldson Bros. are now auto dealers at Muenster.

Camrose has a new automobile dealer—H. P. Purtsis.

N. C. Conn is a new automobile dealer at Halkirk.

The Central Auto Repair Shop is a new concern in Yorkton.

D. Yule now carries on an automobile agency at Penticton.

The B & B Iron Works is a new repair concern at Steward.

John E. Johnson has opened an implement store at Milestone.

The Elphinstone Garage Co. has been sold out to T. Wilson.

J. Drewry is carrying on an implement business at Parkbeg.

John S. Kehler is owner of an automobile business at Niverville.

Young Bros. are owners of an automobile concern at Oak Lake.

F. A. Schlueter is a new implement dealer at Milk River.

Hunt & Kinnee are owners of an automobile business in Jansen.

H. L. Pearen, Borden, has sold out his business to H. J. Knight.

G. D. Thomson is to close his implement warehouse at Shackleton.

The King Motor Co. is a new concern incorporated at Moose Jaw.

The Moose Jaw Auto Supply Co. was recently organized in that city.

W. C. Ross, implement dealer, Gull Lake, has discontinued business.

J. N. Benedict, a dealer at Glenewen, has sold out to Wayling Bros.

The Dauphin Vulcanizing Co. is a new tire repair concern in that town.

John Russell is now carrying on an automobile business at Strathclair.

John Hewitson has commenced a farm machinery business at Craik.

F. J. Moodie now carries on an automobile business at Strassbourg.

A change in ownership of the Moose Jaw Harness Co. is reported.

B. Baptiste has discontinued his automobile business at Big Valley.

The Vancouver Pipe & Foundry Co. has been sold out to John S. Tait.

N. E. Stuart & Co., dealers at Cluny, have moved their business from that town.

The Dobbin Company is now handling automobile specialties in Calgary.

Ed. Strome has sold out his business at Laura to D. B. Howard.

The Chase Automatic Valve Co., Vancouver, has gone out of business.

Sleeman & Haddock are a new automobile supply concern at Ashcroft.

Bateman & Bateman, dealers at Lawson, have sold out to E. R. Caldwell.

Tholl & Toole have sold out their automobile business at Glenavon.

Charles De Forge is proprietor of an automobile business at Theodore.

P. P. Sawatzsky has discontinued his implement business at Rush Lake.

The Sedley Garage has opened in the village of that name in Saskatchewan.

L. Blettel, a harness dealer at Limerick, has discontinued at that point.

D. R. Williams has sold out his hardware and implement business at Atwater.

M. S. Dickey has sold his automobile business at Findlater to H. Henderson.

Mussell & Good, implement dealers at Tompkins, are reported out of business.

J. R. Millar, harness dealer at Whitewood, has sold out to Joseph Topinka.

C. S. Jamieson has sold out his auto repair and accessory business at Oakville.

W. Burton, an implement dealer at Brownlee, has sold out to E. J. Schofield.

The Swedish Separator Co., Chicago, has been granted a Manitoba license.

The Canora Vulcanizing Co. has commenced business in the town of that name.

G. Sinton is reported to be discontinuing his automobile business at Sheerness.

The West End Machine Shop is a new auto and tractor repair concern in Yorkton.

The death is reported of J. N. Telford, of the Telford Shingle Co., Vancouver, B.C.

J. Sgevestad, implement dealer at Prelate, is reported as discontinuing at that town.

Nelson & Muir is the name of a

new automobile supply firm located in Winnipeg.

James A. Mitchell is owner of a recently opened implement business at Smoky Lake.

F. R. Dettelson, an implement dealer at Neville, is reported as discontinuing business.

P. D. Gossard, an implement dealer at Abbey, has discontinued operations at that point.

W. W. Shippam, a harness dealer at Reston, has sold out at that point to H. C. Young.

The John Deere Plow Co., of Saskatchewan, Ltd., was recently registered in that province.

The Canadian Oliver Chilled Plow Co., Regina, has been granted a Manitoba license.

Fraser and Drewery have bought out the automobile business of E. Davy at Assiniboia.

Irish & Hitzeroth, automobile dealers at Red Deer, have dissolved partnership in that town.

The High River Co-operative Co., High River, are adding implement lines to their business.

The Richlea Garage and Implement Co., Richlea, have sold out to the Snider Motor Co.

A change in management is reported in the implement firm of J. A. Rollefson, Swift Current.

Greig & Pym, implement dealers, Carievale, have dissolved. Mr. Greig will continue the business.

Tice & Flager, automobile dealers at Birch Hills, has sold out to Swenson Bros & Haldorson.

The Ford Motor Coy., of Canada is reported to be discontinuing its branch at Saskatoon.

It is reported that McElhinney & Forsman, implement dealers at Maple Creek, have gone out of business.

M. Assailly, a hardware and implement dealer at Paswegin, has moved his business to Perigora.

The Shragge Iron & Metal Co., Winnipeg, is applying for authority to increase its capital stock to \$250,000.

The Garries Implement Company has discontinued business at Monitor and will move its stock to Eckville.

W. J. Clute, battery expert, Regina, has incorporated under the name of the Magneto Battery Service Company.

The Cumberland Motor Works, Cumberland, B. C., has been reorganized. J. H. Cameron now owns the business.

Benjamin & Morrison, hard-

ware and harness dealers, Ogema, have dissolved partnership. C. S. Benjamin continues.

The Ideal Fence Co. Winnipeg, has made application for the surrender of its charter on and after December first next.

Zarchekoff & Esaken, implement and automobile dealers at Blaine Lake, have dissolved partnership at that point.

E. E. Lyday, manager of the Maytag Company, Winnipeg, recently returned from a trip to the leading western cities.

George Winram & Sons have opened an implement business at Killarney, where they are handling some leading lines.

C. H. Stinson, general manager of the Stinson Tractor Co., Superior, Wis., was a recent business visitor to Winnipeg.

Sigler & Richardson have dissolved partnership in their automobile business at Vegreville. Fred Richardson continues.

A change in the implement firm of Corrigan & Krienke is reported. In future the business will be carried on by Locke & Krienke.

It is reported that Herbert Carnahan, the implement and automobile dealer at La Fleche, has sold out at that town to R. S. Maney.

W. W. Muir, formerly a traveler for the International Harvester Co. in Brandon territory, has been transferred to the London, Ont., branch.

F. Bjur, blacksmith and implement dealer at Meeting Creek, has sold his blacksmith business and will concentrate on the machinery lines.

George W. McLaughlin, head of the McLaughlin Motor Car Co., Oshawa, Ont., has presented a complete X-ray equipment to the Oshawa hospital.

T. B. Johnston has closed his harness business at Woodrow. In the same town Stewart & Sabin, auto dealers, have sold out to Stewart Linnell.

Winram & Burrows, implement dealers, Killarney, have dissolved partnership. Mr. Winram and his son have commenced an automobile business.

H. A. McArthur, assistant general manager of the Empire Cream Separator Co., Bloomfield, N. J., will pay a visit to Western Canada during November.

D. R. Treat, treasurer of the Swedish Separator Co., Chicago, during October spent a few days in Winnipeg at the Western Canadian offices of the company.

Pete Egan, formerly manager

at Calgary for the Hart-Parr Co. of Canada, has been appointed assistant sales manager of the Winnipeg headquarters of the company.

Peter Gordon, manager of the Imperial Oil Company's branch at Saskatoon, has been transferred to the West Toronto branch as manager. He will be succeeded by C. S. Griffith.

A. T. Anderson, Canadian sales manager for the Anderson Grain Separator Co., Winnipeg, reports an excellent demand for the Winner fanning mills as manufactured by that company.

W. M. Warren, general manager and vice-president of the Swedish Separator Co., spent some time in Toronto recently, also visiting the Eastern Canadian office in Montreal.

R. & A. Langlais, A Laverigne, E. Roy and others have formed the National Farming Machinery Co., Ltd., at Montmagny, Que. The capital of the company is given as \$4,000,000.

E. S. Strachan, Western Canadian manager of the Swedish Separator Co., whose headquarters are in Winnipeg, reports the demand for Viking cream separators as very satisfactory.

E. Clyde Hammond, formerly with the Oliver Tractor Co., has been appointed engineer and designer for the Reed Foundry and Machine Co., Kalamazoo, Mich., makers of the Reed tractor.

W. E. Traver, Welland, Ont., has joined the Canadian sales force of the Swedish Separator Co., Chicago. He is a well-posted separator man, having spent a lifetime in the cream separator trade.

Frank Nilan, sales manager of the Northern Implement Company, Winnipeg, will pay a visit during the month to Minot, N.D., and to the factory of the Plowman Tractor Co., at Waterloo, Ia.

We regret to note the death of James Coulter, head of the implement firm of J. Coulter & Sons, Tessier. Deceased was well known in his town and territory, and his passing is deeply regretted in the community.

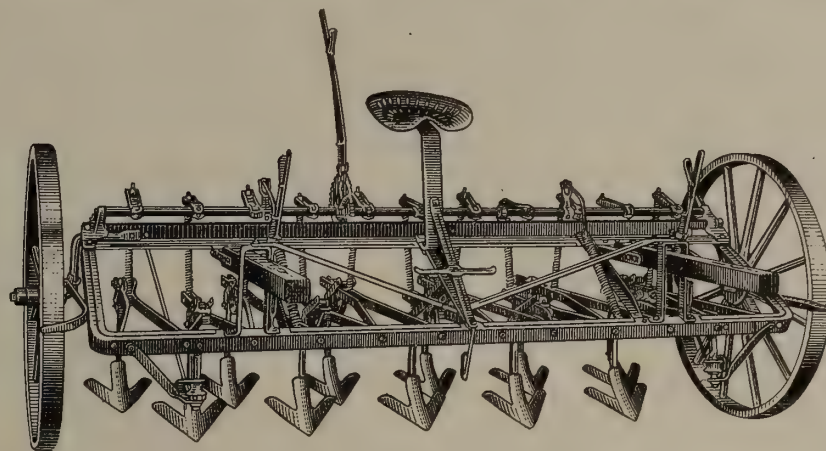
The Lalley Farm Lighting Co., Winnipeg, has been formed by S. F. Ricketts, E. E. Sharpe, F. F. Montague and others. They will handle Lalley farm lighting plants. The capital of the company is given as \$25,000.

Early in October E. A. Mott, Winnipeg, Western general manager of the Cockshutt Plow Co., made a Western trip during which

The most perfect Tool of its kind on the Market

John Deere Stiff Tooth Cultivator

Ideal for
Summer
Fallow
Work



It has big
Clearance
for Soil
and trash

Kills every
weed

Built Strong and Sturdy

Shovels always
cut evenly

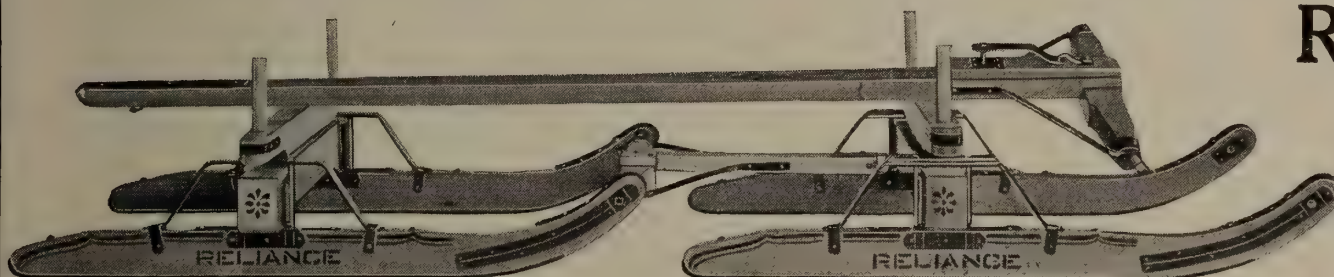
FOR YEARS the John Deere Plow Company, Limited, have been working on a STIFF TOOTH CULTIVATOR that would eliminate the usual difficulties found in cultivators of this type. Here it is. See the illustration above. It is built with great strength. Shovels are 11½ inches wide—overlap 2½ inches—no weeds missed or pushed aside. Adjustments allow shovels to be set to eight inches deep or less. Big clearance for trash and soil—no clogging. Lifting lever raises and lowers the front and rear shovels evenly. Spring trips protect shovels from breaking when striking stones. Special holes in trip straps give very fine adjustment to the position of the shovels. Heavy lifting springs make it easy for operator to lift the shovels or return them to ground. Correct line of draft is maintained at all times. The entire machine is braced all ways against strain.

9-tooth cultivator cuts 7 feet, and is supplied with two poles and four-horse eveners.

11-tooth cultivator cuts 8½ feet, and is equipped with two poles and four and six-horse combination eveners. The 11-tooth horse drawn machine can be equipped with tractor hitch, power lift and forecarriage.

For use with tractors, the 11-tooth has 8½ feet cut, the 15-tooth has 11½ feet cut, and are equipped with power lift and tractor hitch. Forecarriages can be supplied.

Get the folder now. It will be necessary to send your orders in at once for next spring. Immediate shipment.

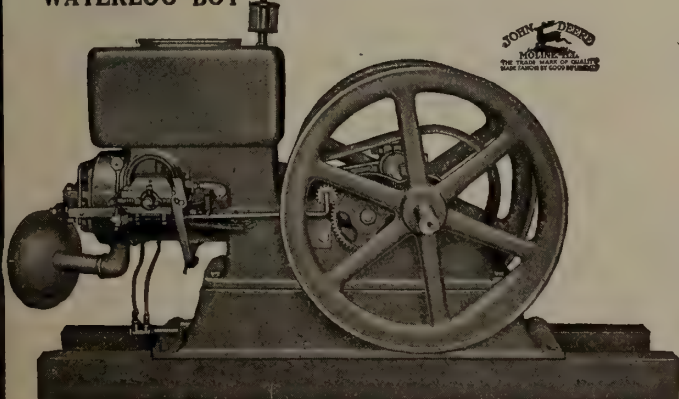


RELIANCE SLEIGHS

There must be many more farmers in every district who want sleighs this winter. Hunt them up.

Remember you have a better sleigh to sell this year than you have ever had. Built of solid oak in every part. No "built-up" runners or bunks—solid one-piece construction. Cast iron stark plates. Well ironed and varnished. See the illustration. This sleigh has many features that will mean better satisfaction and longer wear to the farmer. Get full particulars of this sleigh if you haven't got them already. 2-inch and 2½-inch shoes, cast and steel. Also 3-inch in steel only.

WATERLOO BOY

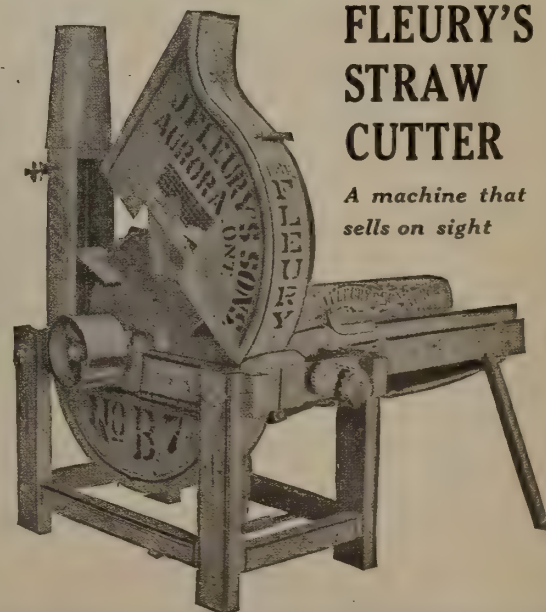


A GREAT COMBINATION

A Waterloo Boy Kerosene Stationary Engine and a Fleury Straw Cutter or Grinder, an outfit that means money saved to every owner. Full range of engines—2, 3, 5, 7, 9 and 14 h.p. on sub-bases. Fleury Straw Cutters No. 7B as shown. Good size, large capacity. Heavy steel casing over knife wheel. Gears protected; adapted to use with 7 to 14 h.p. engines. Get folders on both engines and straw cutters.

FLEURY'S STRAW CUTTER

*A machine that
sells on sight*



JOHN DEERE PLOW CO., LIMITED

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Lethbridge

he visited the leading branches of the organization. He reports business as very satisfactory.

C. E. Sick and G. Dawson have opened a vulcanizing business at Innisfail.

The owners of the Stewart Garage, Calgary, have dissolved partnership.

J. O. Young has sold out his automobile business at Castor to D. Thumbert.

The De Laval Separator Company, Poughkeepsie, N.Y., are building a \$40,000 addition.

The Belt Grip Pulley Co. of Canada has been formed at Toronto with a capital of \$200,000.

Paul Wing, advertising manager for the Empire Cream Separator Co., Bloomfield, N.J., has resigned and will enter the advertising agency business.

In the town of Gravelbourg J. F. Brillon has commenced an implement business, and another new farm machinery concern is that of Hull & Son. The Gravelbourg Oil Co. is now operating in this centre in Saskatchewan.

Tractioneers Limited has been formed in Winnipeg with a capital of \$100,000. The company will handle the Stinson tractor. Among the incorporators are: F. Gre-

goire, G. H. and J. B. Heuring, R. K. McTaggart and W. E. Dorsett.

A. Keating, representative of the La Crosse Tractor Co., La Crosse, Wis., manufacturers of the Happy Farmer Tractors, spent some time in the West early this month, visiting the distributors for his organization.

Robert Wheatley has commenced an automobile agency business at Westlock. In the same town O. B. Prosser, auto and tractor dealer, had a fire loss in his premises recently. W. Tennant has opened a garage in this town.

F. W. Kamm, sales manager of the Allis-Chalmers Mfg. Co., Milwaukee, Wis., during October spent a couple of weeks in Toronto and East Ontario, where he was making arrangements for the distribution of the Allis-Chalmers line of tractors.

W.N. Robinson, manager of Robinson-Alamo Ltd., Winnipeg, recently spent a week in Chicago where he met officials of the Empire Cream Separator Co., Bloomfield, N.J., who came West to take in the National Dairy Show, at which the Empire line was exhibited.

W. C. Giberson, formerly branch manager for the J. I. Case T.M. Co. at Kansas City, Mo.,

has been appointed sales manager of the Holt Mfg. Co., Peoria, Ill. Mr. Giberson is well known in the Canadian West, where he served in the Case organization for some time.

E. J. Gifford, who has been representative for the Stewart Sheaf Loader Co. in the Dakotas for the past few months, recently returned from Fargo to Winnipeg headquarters. Mr. Gifford reports excellent business, and could have sold more loaders than his company were able to supply.

J. McMullen, G. W. Armstrong and P. G. Armour have formed a company in Winnipeg called Lighting Devices, Ltd. Capital is reported as \$20,000. The company will manufacture lighting and heating equipment for store and home use.

M. J. Rodney, general agent for the International Harvester Co. in Australia, and formerly manager of the Winnipeg branch, reports the death of several valued employees following an epidemic of influenza they have had in the island continent.

Kidd & Clements, implement dealers, Wapella, have completed a 60 x 80 garage and showrooms. The company reports an excellent season's business, although bur-

glars got away with \$800 worth of watches from the store around the middle of last month.

M. L. Smith, president of the Turner Manufacturing Co., Port Washington, Wis., recently spent a couple of days in Winnipeg visiting the Turner Tractor Sales Co., Western distributors of Turner-Simplicity tractors. Mr. Smith reports the factory as busy taking care of a large demand for this tractor.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently returned from a business trip to Ontario. He reports very satisfactory business for the Cushman line in that province, where the 4 h.p. Cushman engine is now being used to operate flax-pulling machines.

Mrs. B. Conway, implement jobber, Regina, paid a business visit to Eastern Canada during October. She spent some time in Montreal, Toronto, Orillia, Woodstock and other points, arranging for stocks of the various lines handled by her firm, which does a large business in Saskatchewan territory.

Fred J. Weed, manager of the De Laval Company, Winnipeg, accompanied by Neil S. Dow, assistant manager, went south to Chicago to visit the National Dairy Show. Mr. Weed went East to New York, where he spent some time at the American headquarters of the De Laval Co. As in past years, the organization had a large and attractive exhibit at the dairy show.

Edward Lawson, assistant division manager for Canada of the J. I. Case Threshing Machine Co., Racine, Wis., died in that city recently. He had been a Case employee for 21 years, entering the collection department as a lad. In 1910 he came to the Winnipeg branch, in 1913 being transferred to Yorkton. In 1916 he returned assume the position of assistant division manager at the Racine headquarters.

Time to sell tank heaters.



WESTWO FARM SLEIGHS

Westwo Cutter Gears

Are Now Shipping to All Parts of the West

BETTER ORDER YOURS QUICKLY

WESTWO BOSS HARROWS

FOR SPRING SHIPMENTS

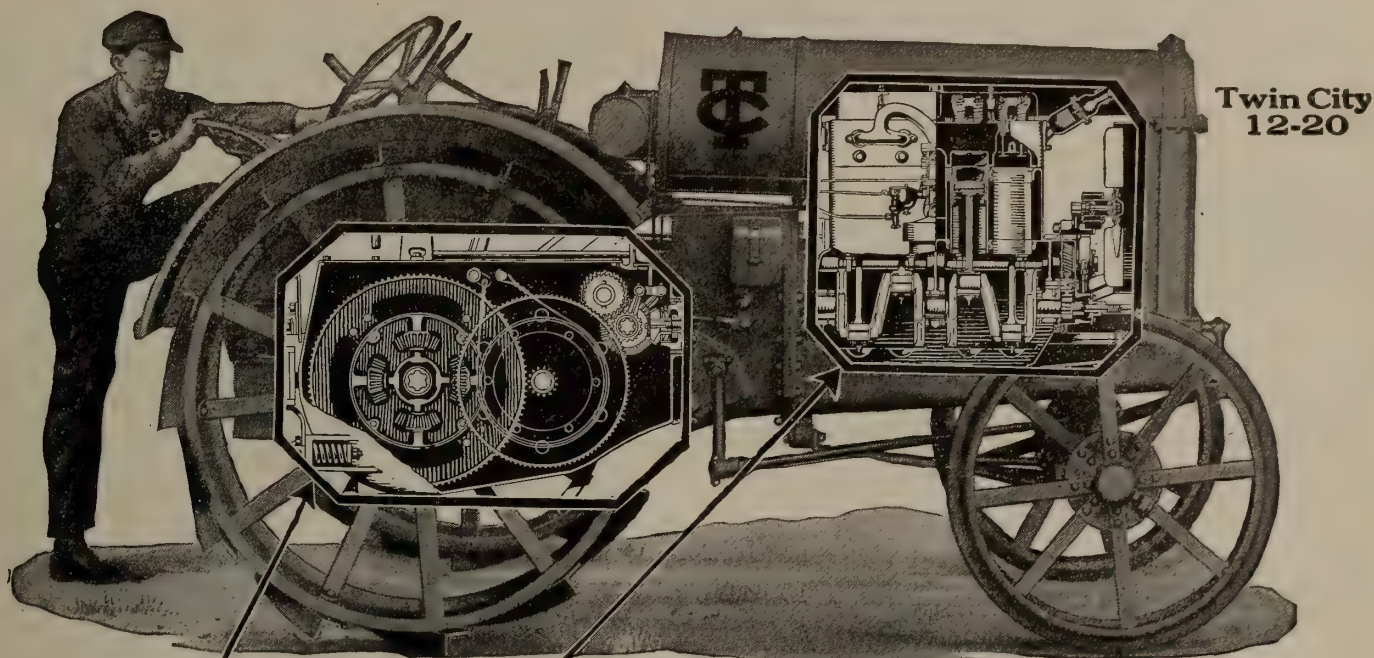
BOOK NOW. WRITE FOR TERMS

D. ACKLAND & SON, LIMITED

WINNIPEG



CALGARY



The Engine of Steady Service, Power and Economy

Sixteen-valve, valve-in-head motor. Designed, not adapted, to burn kerosene. Double valve capacity, insuring perfect ignition and fuel economy. Counterbalanced crankshaft reduces vibration. Crankshaft drilled for force-feed lubrication. Removable cylinder sleeves—no reboring ever necessary. Note the simplicity of construction and the quick and easy access to all moving parts.

The Trouble-Proof Transmission

Sliding spur-gear transmission enclosed in a one-piece rigid semi-steel frame. Runs in a bath of oil. Gears are drop-forged and rolled, machined to absolute accuracy, heat-treated and hardened. Mounted on Hyatt roller bearings. Live, semi-floating axle.

Twin City Dealers Make Clear Profits

—because of the dependability of the TWIN CITY line.

Tractor owners must have service; if the tractor does not give it, the dealer must—and every service call means a cut into the dealer's profits.

The TWIN CITY proposition is for dealers who realize that performance is far more important than first cost. TWIN CITY tractors are *built to meet the work—not to meet a price.*

The engine and transmission of the "12-20" are typical of TWIN CITY advanced engineering.

Write for the full story of the new 12-20 and the other four great tractors of the TWIN CITY line.

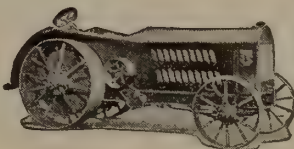
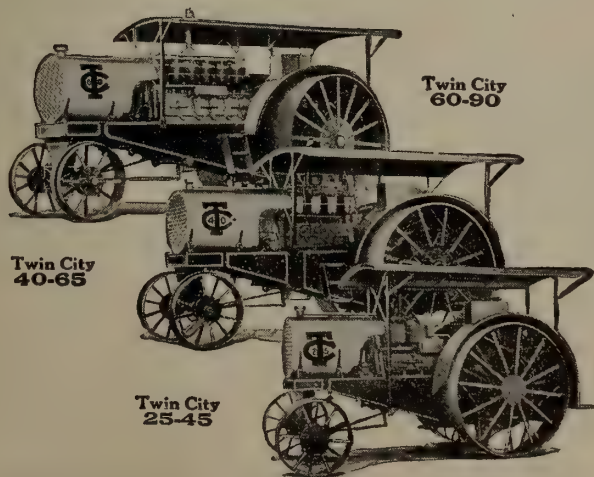
MINNEAPOLIS STEEL & MACHINERY COMPANY OF CANADA, LIMITED

Head Office, - 923 Logan Avenue West, Winnipeg, Man.
Branches, - - - - - Regina, Sask., Calgary, Alta.

Factories, Minneapolis, U.S.A.

Export Office, 154 Nassau Street, New York City

TWIN CITY



Twin City 16-30

Twin City Separator

A British Wind Turbine

The Clarkson wind turbine, manufactured in England by the Air-Power Co., Prestwich, seems to be a distinct advance in the science of generating power from wind. This invention consists of a rotor, or number of rotors, one behind the other, revolving in a casing with fixed guide vanes, be-

tween and of opposite pitch to those of the rotors, and having a further casing to admit a fresh supply of wind to the rotors behind.

The cylindrical or conical casings are open at each end, the larger opening facing the wind. A number of wheels, each consisting of a hub and any number of feathered vanes with suitable

stays, are affixed to a shaft, which the wind revolves in bearings inside the casings. When the wind has passed between the vanes of the front wheel, it is received by guides, partly curved and partly straight, and directed to the second wheel in such a manner as to obtain the greatest efficiency. The wind is again taken up by guides and passed to a third wheel

wheel, and so on, the action recurring all through in the case of each wheel. This uses the air pressure over and over again, intensifying the power of the wind-mill. The idea duplicates that of the steam turbine. A small five-foot turbine, with a 12 miles per hour wind, will lift 100 gallons of water to a height of 50 feet, or about double that quantity in a 15 miles per hour wind. Roller bearings are provided and an automatic gear to cut off all wind above any desired velocity. The pumping capacities of these machines vary from 100 to 720 gallons, raised 100 feet, in a 15 miles per hour wind.

Dinnen Joins Moline Plow Co.

H. B. Dinnen has resigned as manager of Deere & Co., Moline, Ill., and will become assistant to R. W. Lea, vice-president of the Moline Plow Co., of the same city. Mr. Dinnen entered the employ of Deere & Co. in 1904 as a clerk. He has been manager of the plow works for seven years. He joins the Moline Plow Co. organization Jan. 1 and his work will be connected almost entirely with production.

New Separator Concern

The King Separator Works, Ltd., has been organized and incorporated at Bridgeburg, Ont., with a capital stock of \$50,000 by Edw. H. Neelon, Geo. F. Peterson, Frank N. Rutherford and others. The manufacture of cream separators and other machines is contemplated.

Schibsby in Canadian Wheat

M. Schibsby, manager at Minneapolis for the J. I. Case Plow Works, recently spent several days with the Canadian Fairbanks-Morse Co., Canadian distributors for the Wallis tractor. Mr. Schibsby made arrangements with the Fairbanks organization for 1920 business.

New Customs Rulings

Creeper belts, if malleable sprocket and link belting, for the manufacturing of tractors, have been declared dutiable under tariff item 411. Other lines declared dutiable are transmission belts for connecting engines and separators, and belting imported for repair purposes.

Have some system, one that will work for you and not one requiring all your time to work it.

KINGSTON CARBURETORS

ONE FACT TO BEAR IN MIND

THE Kingston Carburetor combines efficient performance with established reputation. Not only is the Kingston the best, it is the **acknowledged** best. Farmers everywhere, from conclusive experience, prefer tractors that are Kingston equipped.

Thus the dealer who handles tractors provided with Kingston carburetors knows that he is offering his trade the best that the market affords. He knows further that the Kingston equipped tractor is the trouble-proof tractor so far as carburetion is concerned.

Kingston Carburetors dominate the tractor industry. They have met the approval of 122 progressive manufacturers.



WRITE FOR THE KINGSTON STORY

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

What kind of a tractor are you going to sell next year?



THE 12-20 OILPULL



UPON your answer to this question depends largely the tractor profits you will enjoy during the coming season. And the right decision is not difficult to make if you give some study to the matter.

First, you want a tractor combining these qualities that insure a maximum of dependable operation in the field with a minimum of occasion for service. You want a tractor that is not only easy to sell but that stays sold and delivers a brand of performance that sells others.

You want the tractor that has been proved most dependable—that one is the *Rumely OilPull*. Ten years ago the first OilPull tractors were sold for breaking sod in the Northwest—a tough, heart-breaking job. And those same OilPulls have been working steadily ever since. The first OilPull is still on the job—over 15,000 are now in service.

You want the tractor that will operate at the lowest cost—that one is the *Rumely OilPull*. The OilPull is especially made to burn kerosene—not “made over”. From the ground up the OilPull is designed and built to burn oil fuel. *The Rumely OilPull will plow an acre of ground at less cost than any other tractor built.*

You want the tractor that is backed by a written guarantee—that one is the *Rumely OilPull*. Every OilPull tractor is guaranteed in writing to

burn successfully all grades of kerosene under all conditions at all loads to its full rated brake horsepower.

You want the tractor that delivers more power for its size and rating than any other made—that one is the *Rumely OilPull*. All OilPull tractors will deliver 25% more power than their rating.

You want a tractor in which simplicity and ease of operation are “inbuilt”. *You find them in the Rumely OilPull*. No complicated mechanism—all operating levers within easy reach—all working parts carefully protected, yet easily accessible for inspection. High, properly spaced front wheels permit easy steering and operating on rough ground.

You want to represent a tractor manufacturer who backs you with genuine service. *Where can you find the equal of Rumely service?* At each of the 28 branch offices and warehouses, located at central shipping points in the United States and Canada, is carried a complete stock of machines and parts, also an organization of trained tractor experts.

You want a tractor that will fit the power needs of each of your customers. *Such is the Rumely OilPull*, for there are four sizes, standard in design—12-20, 16-30, 20-40 and 30-60 H. P.

Our dealer proposition may help you decide about your next year's contract—write for it.

ADVANCE-RUMELY THRESHER COMPANY, Inc.

La Porte, Indiana

Calgary, Alta.
Saskatoon, Sask.

Regina, Sask.
Winnipeg, Man.

48 Abell Street, Toronto, Ont.

ADVANCE-RUMELY

Oil Company Changes Name

The Imperial Oil Company, Limited, has been granted permission to subdivide the existing five hundred thousand shares of its stock valued at \$100 each into two million shares having a par value of \$25 each, and to change the name of the company to Imperial Oil, Limited.

Trading Licenses in Alberta

The members of the Alberta Branch Retail Merchants' Association consider that the fee which is now paid by representatives of firms whose headquarters are outside the province is inadequate. There is an initial fee of \$40, after which the payment for license to trade in the province is \$1 a year. Retail firms which pay taxes in Alberta believe that they are exposed to unfair competition by eastern concerns, which pay no taxes in the province.

A New Engine

P. Lyall & Sons, Montreal, have developed an engine which it is claimed will revolutionize the automobile industry. It comprises all necessary parts of the

automobile or stationary engine and is said to be so simple in design that some 30 per cent of the average parts of present engine design are used. This engine is reported to be able to drive a car about 60 miles on a gallon of gasoline. Reports state that the engine has shown remarkable efficiency in tests.

Appointed Manager of Engine Plant

Appointment of Allen H. Head as general manager of the Waterloo Gasoline Engine Co., Waterloo, Ia., has been announced at the general office of Deere & Co., Moline, Ill. Mr. Head succeeds J. E. Johnson. Mr. Head has been general superintendent of the Deere plant in Moline since 1909, and identified with the farm machine industry twenty-eight years.

An Engine with Convertible Power

The Edwards Motor Co., Springfield, Ohio, some two years ago, after years of development, announced its new farm engine, which embodies the very remarkable feature of convertible power from 1½ to 6 horsepower.

This means that it is economical at any load up to its capacity. When set for only 1½ h.p., it is a 1½ h.p. engine, and the same is true when set for 6 h.p. or any intermediate power. This is what is meant by convertible power, and the Edwards is the only engine, so it is claimed, that embodies this unusual feature.

This general purpose farm engine is exceptionally light in weight, so that it can very easily be moved about from one job to another. It weighs only 275 pounds.

Fuel Consumption in the Dakotas

It takes about 2½ gallons of fuel an acre to run a tractor for plowing in the Dakotas, according to reports from several hundred farmers received by the United States Department of Agriculture. These reports, summarized in Farmers' Bulletin 1035, cover 2, 3, 5 and 5-plow tractors of various makes.

U. S. Crop Reports

A corn crop of 2,900,521,000 bushels and a spring wheat yield of 203,000,000 bushels, with a total of 5,322,000,000 bushels of all grains, featured the U. S.

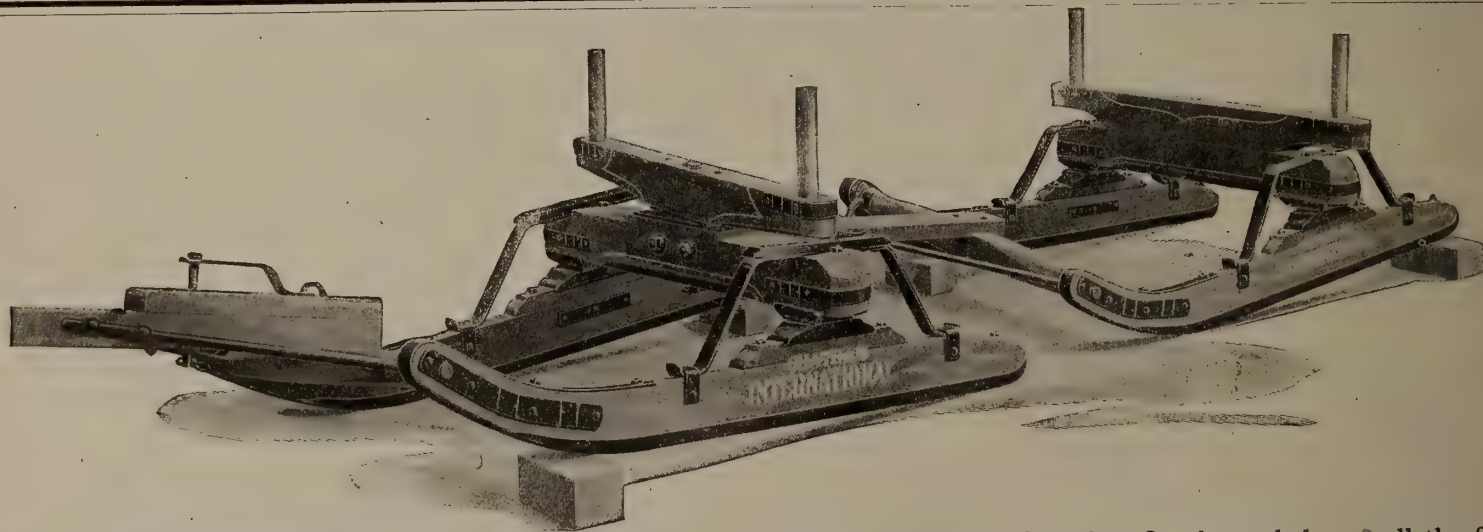
government crop report for October. As compared with last year this was a decrease of 53,000,000 bushels. The total wheat crop of 918,000,000 bushels is 318,000,000 bushels below June indications, although the second largest crop on record.

Despite the heavy losses from the early prospects, there is enough wheat to give the United States 600,000,000 bushels for bread and seed and allow 300,000,000 bushels for export to Europe.

Avery Testimonial Circular

We have received from the Avery Company, Peoria, Ill., a copy of their 1919 general testimonial circular. This 16pp. booklet has a vast amount of available figures for Avery dealers to use in making tractor and thresher sales, and the company have good cause to be proud of the endorsement of their lines submitted by users.

The booklet contains but a few of the many testimonial letters received from satisfied owners of Avery machinery during the past year. Avery machines are now being successfully used in every state in the Union and sixty-three foreign countries.



Sell the First-rate Chatham International Bob Sleigh

THERE is many a farmer still running around on wheels who will need a first-class sleigh for this winter's snows. How many are there within your sphere of influence? Each of these should, for his own satisfaction and good, own CHATHAM INTERNATIONAL. For your own good, be ready for them with Chatham International bob sleighs.

We are proud of the extra good construction in these sleighs as detailed in our new mailing pamphlet. CHATHAM INTERNATIONAL sleighs are very strong throughout—of well seasoned wood, well ironed in every part where wear comes, yet they are of light draft because of unusual range of movement or oscillation of the individual runners. They carry heavy loads over uneven roads without excessive twisting of

parts or rutting of roads. On these sleds are all the finished details such as sturdy bolsters and rollers, large removable stakes and wear-proof king bolts. Either cast or steel shoes may be had.

Show your customer the extra-high-and-wide clearance of Chatham bobs compared with usual construction. Point out this and other features. He will appreciate them when he gets a heavy load into deep snow on a stiff road and he will talk of his good judgment in buying.

Such satisfaction as this builds confidence and good-will for you and your line with your trade. Sell a time-tried, well-made sleigh—CHATHAM INTERNATIONAL. See your blockman about this or write the nearest branch.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

WESTERN BRANCHES—BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES—HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

A Year 'Round Market

for the

Cletrac

TANK-TYPE TRACTOR

CLETRAC Dealers the country over enjoy a year 'round active market—there are no periods of sales stagnation—no months when they must be content without sales—not a day in the year when they must close up shop because there is no immediate need for the Cletrac.

There are a thousand and one jobs on the farm that the Cletrac will do better than horses or mules during the winter months. It will clear the wood lot when the footing is wet, slippery and muddy; it will saw wood, grind feed, run ditches and trenches, clear the roads of snow and harvest ice.

Then there is road cleaning and repairing for the township, city and county, and heavy hauling that neither trucks nor other types of tractors could handle in the muck and slush of winter roads.

The Cletrac lays its own broad metal tracks wherever and whenever there is work to be done. It is sturdy, compact and economical. It burns kerosene perfectly.

You will find a Cletrac dealership profitable every day in the year—winter as well as summer. It will help you to build business when other lines are slow.

Our book for dealers, "Sale Quality in Tractors," is a factful story of dealer opportunity. Send for your copy today.

The Cleveland Tractor Co.

OF CANADA LIMITED

19165 Hydro Electric Building

Windsor, Ont.

Largest Producers of Tank-Type Tractors in the World



Goodison Shipping Line to South America

F. W. Gigax, sales manager of the John Goodison Thresher Co., Sarnia, Ont., reports that Rojas, Randall & Co., New York, have been appointed exclusive agents for the Goodison Thresher Co. in South America. The Goodison company have already made shipments of machinery to that country in which the Goodi-

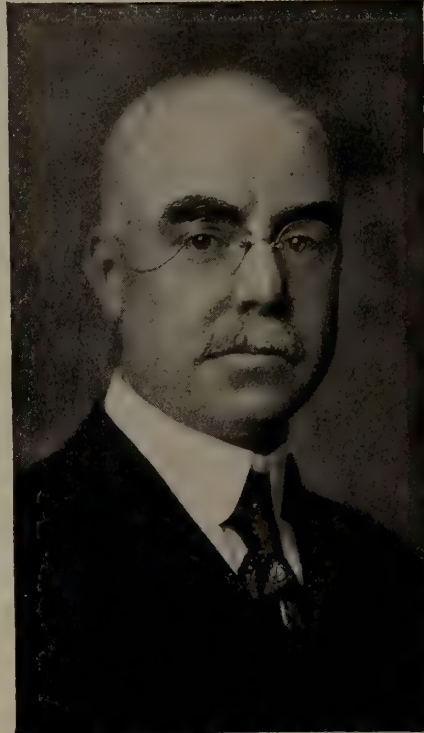
son threshers are being found excellently adapted to conditions in the vast wheat fields of the Argentine. Two large shipments went south recently. The demand it is said is due to the good demand for this thresher now existing in the United States. Owing to the heavy growth of grain in Argentine it is necessary to have a machine of great power that will operate on low fuel requirements. A representative of the exporting company from Argentina recently visited the Goodison plant arranging for further shipments.

I.H.C. Mourns Passing of Patent Chief

Charles E. Lord, general patent attorney and manager of the patent department of the International Harvester Company, died recently from injuries received at the Deering Harvester Works, when the automobile in which he was riding was struck by a switch engine. The late Mr. Lord has been in charge of all Harvester patent and trade mark business since 1912. He was born in Somerville, Mass., in

1875. A widow and three children are left to mourn their loss.

The deceased gentleman was of rare ability and attainments. He was at one time an examiner in the patent office at Washington, and later was in the service of the General Electric Co. at Schenectady, N.Y.,



The Late C. E. LORD

the Bullock Electric Co., at Norwood, O., and the Allis-Chalmers Co., at Milwaukee. He was a member of the American Society of Mechanical Engineers, Society of Automotive Engineers, Patent Lawyers' Association of Chicago, the American Bar Association and American Institute of Electrical Engineers.

In commenting on the death of Mr. Lord, Pres. H. F. McCormick says: "He was unique in his qualifications, a rare combination of precisely the specialized technical training, experience and ability required for headship of the patent department of an industry like ours. I doubt if there are many men in the country who are, as he was, at once mechanical engineer, sound lawyer and patent expert."

Elected Director of Case Organization

Colonel W. B. Brinton, for many years president of the Grand Detour Plow Co., Dixon, Ill., has been elected a director of the J. I. Case Threshing Machine Co., of Racine, Wisconsin, and vice-president in charge of the Case Company's Grand Detour plow division. This association brings to one of the largest manufacturers of power farming machinery in the country a man who has come to be recognized as a leader in that field.

In 1905 Col. Brinton sold out

his interest in the Peru Plow & Wheel Co. and acquired a controlling interest in the Grand Detour Plow Co. He has served as president of this company since his first association with it and under his direction the volume of business has increased approximately one thousand per cent. He also served as president of the U.S. National Implement and Vehicle Association and for several years was a member of the board of directors of the Avery Company of Peoria, Ill., a position he resigned on being elected a director of the Case organization. Col. Brinton will look after the interests of the Grand Detour Plow Company, which is operated in Dixon, Ill., as a branch of J. I. Case Threshing Machine Company.

Eastman Leaves Moline

W. L. Eastman has resigned as advertising manager of the Moline Plow Co., Moline, Ill., to become associated with the Thielecke Advertising Co., of Chicago. He has been elected vice-president of the company and will be active in the management. Mr. Eastman joined the Moline Plow Co. in 1912 as superintendent of printing. He was appointed advertising manager in 1914. N. W. Harrington, former sales promotion manager, will now be advertising manager of the plow concern.

Warren Visits Sweden

W. M. Warren, vice-president and general manager of the Swedish Separator Co., Chicago, sailed for Sweden from New York on October 23rd. Mr. Warren will spend some time at the "Viking" factories near Stockholm, said to be one of the largest cream separator factories in the world. He is making the trip to make arrangements for the delivery of certain parts to the American factory at Chicago.

McLaughlin Branch Managers Met

The branch managers of the McLaughlin Motor Car Co., Oshawa, Ont., held a convention recently at the head office. Sales policies, schedules and allotments were gone over for the season, and several addresses were given during the various sessions. The following Western branch managers attended the convention: R. McKenzie, Winnipeg; R. W. Lawrence, Saskatoon; W. G. Hawkins, Calgary; W. G. Parsons, Regina; and A. A. Ross, Vancouver.

PUMPS

AND

Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.

(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL

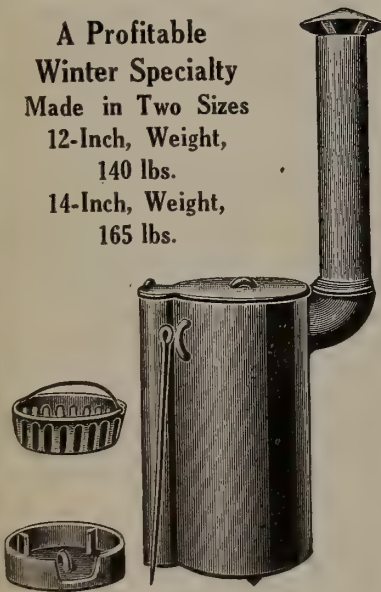
Phone 607

19-6th Street Brandon, Man.

A Profitable Winter Specialty Made in Two Sizes

12-Inch, Weight, 140 lbs.

14-Inch, Weight, 165 lbs.



Cushman Tank Heaters

Cast iron, one-piece body. Cast iron fuel basket and ash pan — removable, as shown. Draught easily regulated. Use anything that will burn. Large, submerged surface gives quick heating, 5-inch smokestack, 23 inches high, has ventilator cap and spark arrester. Suit wood, steel or concrete tanks of any size.

CUSHMAN GRINDERS

Four Sizes. Flat Plates

6, 8, 10 and 13-Inch

Do more and better work with less power. Very easily driven. Perfect adjustment for fineness of work. Rigid, vibrationless design. Large capacity hopper. Heavy drive shaft. Ask for particulars and prices.

Get a Sample on your Floor

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.



MOLINE UNIVERSAL TRACTOR



Count the Acres-Not the Bottoms

It isn't the number of bottoms that count, it's the number of acres plowed. You will find the 2-plow Moline-Universal Tractor equal in plowing capacity to the average 3-plow tractor. Observe the acres plowed at the following Official Plowing Tests held this year:

Test	Ave. 3-plow	Moline-Universal
Knox Co., Ill.	1.117	1.030
Salem, Wis. ....	.718	.863
Macomb, Ill. ....	.930	.870
Freeport, Ill.	1.054	1.080
Average .....	.955	.961

The ease of handling, quick turning ability, seat on the plow, and speed of the Moline-Universal Tractor make up for that third bottom. Combined with this is the ability of the Moline-Universal to do ALL field work, including CULTIVATING. Lighter field operations are done quickly and economically so that one man with a Moline-Universal Tractor is enabled to farm more land than he ever farmed before.

Its power was well demonstrated at the Official Ohio Tractor Demonstration Tests held this year. The Moline-Universal Tractor developed 18.72 draw-bar H.P., more than double its rated 9 H.P., and establishing a record of 108 per cent reserve power, the highest record made by the 28 tractors entered in this test. At the Ohio Belt Power Tests the Moline-Universal developed 28.7 belt H.P., which is more than 10 H.P. in excess of its rated 18 H.P. at the belt.

Such surplus power means steady power, power to carry on through the tough places as well as in the easy going, and it assures long life. Abundant power for heavy work, speed for lighter work, its one-man operative feature and its ability to do every field operation that horses do, makes the Moline-Universal Tractor the most logical, economical and completely satisfactory tractor on the market.

MOLINE PLOW COMPANY MOLINE
ILL.

ONE MAN OPERATES BOTH TRACTOR AND IMPLEMENT

Reduced Rate of Duty on Tractor Parts

The Board of Customs has given a decision specifying parts and equipment for tractors and separators which may now be admitted into Canada at a reduced rate of duty. The rate for the parts mentioned, from the United States, is 17½ per cent ad valorem, while upon imports from the United Kingdom, the duty is 12½ per cent. The list of parts follows; it being understood that in each case the parts must be complete:

Air cleaners used on tractors; ball and roller bearings; die cast bearings; belts manufactured endless or joined by fasteners or lacing, not including the belt connecting the engine and separator, and belting; brass cocks; cable sets for magnetos, complete with

terminals; carburetors; brass connectors for connecting copper tubing; cut gears, made for this machinery; cylinder teeth; ejectors, emery rollers, used in the separator to automatically sharpen the straw-cutting knives; fans for radiators; fly-wheels;

gas-engine poppet valves; governors; engine and feed governors; grain-saving devices; grease cups, steel and brass headlights for tractors; brass injectors; knives feeder, fitted with shoe; straw knives; ledger plates; lock faucets, for locking the gas-



Ex-Champion Jess Willard and his 25-50 Avery Tractor.

storage tanks on tractors; oil pumps or lubricators for engines; oil strainers, brass; magnetos; motor engine for tractors; name plates; piston rings; pulleys; radiators; safety valves; sieves, including adjustable sieve, for grain separators; spark arresters; spark plugs; special kerosene plugs; springs; sprockets, stacker pipe and parts for windstacker; steam gauges; steam pumps used on steam tractors, turnbuckles; brass valves; wheels for threshing-machine separators and tractors; and whistles.

Jess Willard Power Farming Disciple

"Mony a mickle makes a muckle." Anyway, Jess Willard thought so, and all through his years of warfare in the squared ring, he put aside his earnings, adding to them as the years went on, until now he has 700 acres of rich farm land outside of Topeka, Kansas. In addition to this, Mr. Willard has made arrangements for conducting his ranch in an up-to-date method of farming by recently purchasing a 25-50 h.p. Avery tractor and plow.

In reporting to the Avery Company regarding his outfit, Jess wrote as follows: "After making a thorough examination of the various makes of engines, plows and tractors on the market, and talking with various friends of mine that are using them, I finally decided, and do not regret it, that the Avery was just exactly what I wanted. It does fine work in this land, as it is a combination of soils that is hard to plow."

Tractor Trials in England

At the agricultural trials and tractor tests held in Lincoln, England, on Sept 24-26 about 50 tractors were in operation. The trials extended over 350 acres. Thirty-seven tractors participated in the plowing trials on heavy land, the depth of furrow averaging 5½ inches. Two days were devoted to drawbar tests.

In Great Britain, it is given on high authority that a tractor can do work for \$12.50 per acre against a cost for horse labor of \$21.12.

Within the next three years it is hoped that 50,000 tractors will be supplied to the United Kingdom.

The following American-made tractors were in evidence at the trials:

Avery, Cletrac, Emerson, Fordson, "G.O.", Gray, Illinois, Mogul, International Junior, Titan, Moline, Waterloo Boy, Wallis, Bull.

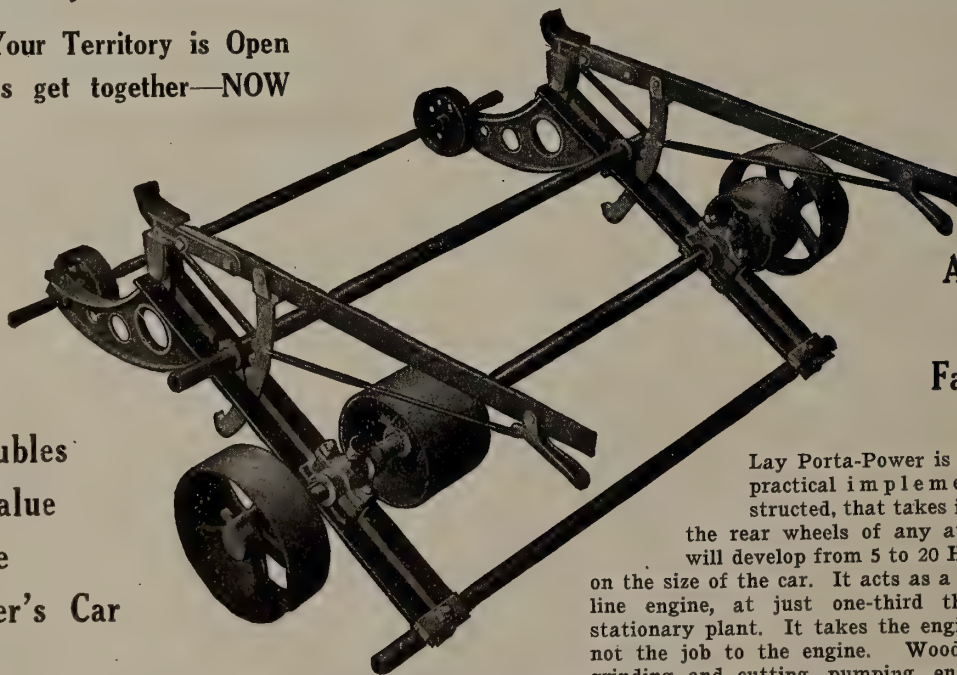
Hauling and threshing tests,

LAY PORTA-POWER

Fits any Car, regardless of make. No adjustment or alteration of Automobile is necessary. It utilises the power of Automobile Engines for belt power upon Farms and Ranches.

A Fast, Profitable Seller in any Territory

If Your Territory is Open
Let's get together—NOW



It takes
the
Arm Work
out of
Farm Work

It doubles
the value
of the
Farmer's Car

Lay Porta-Power is a durable and practical implement, well-constructed, that takes its power from the rear wheels of any automobile and will develop from 5 to 20 H.P., depending on the size of the car. It acts as a portable gasoline engine, at just one-third the cost of a stationary plant. It takes the engine to the job, not the job to the engine. Wood sawing, feed grinding and cutting, pumping, ensilage cutting,

silo filling and farm lighting are only a few of the farm jobs that this implement can be readily used for. It will not heat the engine nor injure the tires, and is a money, time and labor-saving device that ought to be on every farm. It is simply constructed and can be adjusted to fit practically any make of car or small truck.

DEALERS: YOUR OPPORTUNITY

The demand for Lay Porta-Power being so great already is an indication of the tremendous sales possibilities that it opens to dealers. It fits into any line you may be handling.

Write for Prices and Discounts

The J. H. Ashdown Hardware Co.
LIMITED

CALGARY

WINNIPEG

SASKATOON

Western Distributors



Easily and Simply Applied

also a very complete display of farm machinery were other features at this event which was so far the biggest tractor demonstration held in Great Britain.

Case Tractors at Wheatland

The J. I. Case Threshing Machine Co., Racine, Wis., report that two Case tractors, pulling Grand Detour plows won a double victory at the forty-first annual plowing contest of the Wheatland Plowing association, held recently near Aurora, Ill. A Case 10-18 tractor, pulling a two-bottom 14-inch Grand Detour plow, won first place, and a Case 15-27 tractor, with a three-bottom 14-inch Grand Detour plow, won second.

The winning outfits were awarded a handsome silver cup. This has been placed with a collection of similar trophies in the offices of the Case company at Racine, Wis., who are manufacturers of Case tractors and Grand Detour plows.

General Motors Buy Delco Factories

The General Motors Corporation has purchased the business of the Domestic Engineering Co., Dayton, Ohio, manufacturers of the Delco farm and house lighting plants. The General Motors of Canada, Inc., the Canadian subsidiary, now handle the following lines: McLaughlin cars and trucks, Chevrolet cars, Oldsmobile, Scripps-Booth; Oakland, Cadillac and Northway Motors, as well as Samson tractors and trucks. The addition of the Delco plant should be a distinct asset to this line.

Tractor Company Reorganized

The Plowman Tractor Co., Waterloo, Ia., has been reorganized with a capital stock of \$750,000. The new company have started in production of a new model three and four-plow Plow Man 15-30 h.p. tractor, in which are a number of improvements and refinements. In the U. S. the majority of old dealers and distributors are already lined up with the new company, over a thousand machines already being ordered.

L. C. Stearns, Minot, N. D., connected with the Western Tractor Co. and other businesses is president of the company. G. W. Van Brunt, vice-president is head of the Van Brunt Auto Co., Omaha. L. C. Paulson, treasurer, is head of the Cedar River Lumber Co., Minneapolis. H. S. Miller is general manager and E. A. Lamb factory superintendent. The Plow Man tractor

is handled in Western Canada by the Plowman Tractor Co., Regina and the Northern Implement Co., Winnipeg.

Gilson Adding to Factory

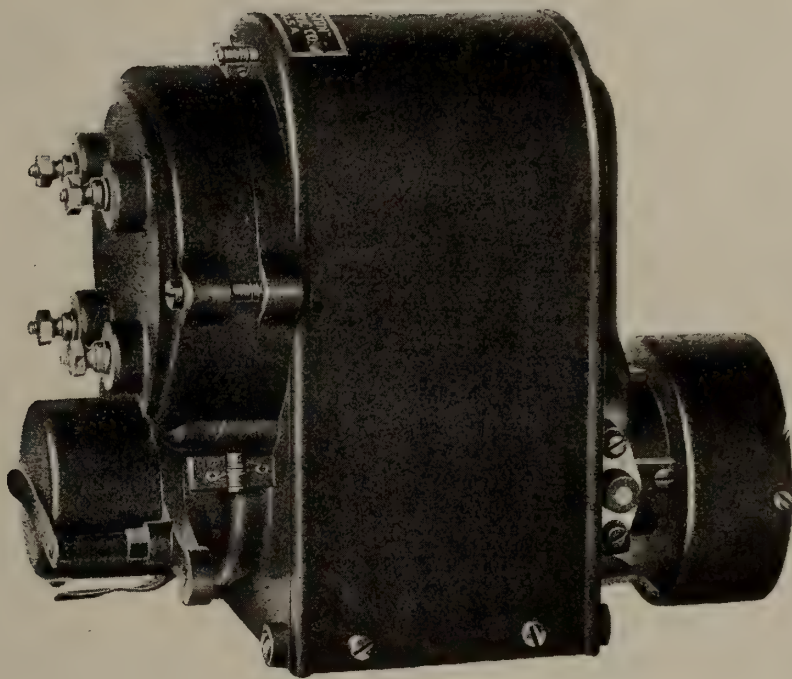
The Gilson Manufacturing Co., Limited, manufacturers of the "Goes Like Sixty" line, have under construction two additions to their factory at Guelph, Ont — a

75-ft. addition to their foundry and a 140x80-ft. two-storey warehouse. It is hoped that these additions will, for a short time, take care of the rapidly expanding business of this concern, whose lines are well known to dealers throughout Canada. They handle Gilson "Goes Like Sixty" Engines, Dixie "Ace" tractors, threshers, New Idea and Nisco manure and straw spreaders,

silos, ensilage cutters, feed grinders, etc.

Dealers in Western Canada who are interested in Gilson products should write the Western office of this concern — Gilson Manufacturing Co., Limited, Elgin Ave., Winnipeg.

Goods should be bought at a price that will allow a profit over the cost of doing business.



A more dependable magneto, with a hotter spark—a magneto that enables you to get that last atom of power from your fuel—a magneto that means long service, a magneto with a true automatic impulse starter—that is the time-tested Kingston.

KINGSTON MAGNETOS

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

The New Plow Man 15-30

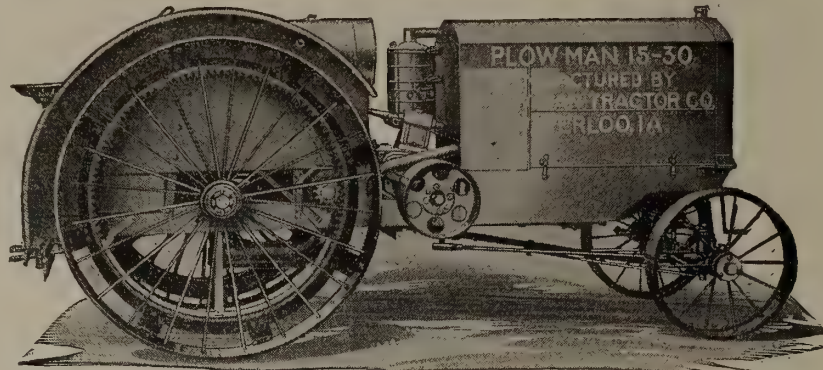
The Plowman Tractor Co., Waterloo, Iowa, draw attention to recent improvements in their 15-30 h.p. tractor. This concern are now in their fifth year as tractor manufacturers and state that the satisfaction given under all conditions by the Plow Man is making new records in tractor sales for dealers handling this line.

In the 15-30 Plow Man a unit power plant is used. A Buda 4-cylinder heavy duty motor, $4\frac{1}{2} \times 6$ inches, operating on kerosene, is coupled direct by a dust and dirt proof housing to the Foote standard transmission. This bell housing completely encloses the clutch, forming a unit arrangement that, it is claimed, gives accurate alignment and avoids all power loss in transmission. A simple gear shift

controls the two speeds forward and one reverse. Plowing speed ranges from 2 to 3 miles per hour, depending upon working conditions.

Among other features which the company claim for their new model is the avoidance of side

fan, pump and syphon provides cooling. Ignition is by high tension magneto with impulse starter. A Stromberg carburetor and special enclosed fly-ball governor are in evidence in the new model. Hyatt roller bearings are used in the trans-



The Plow Man 15-30 Tractor has New Features.

draft, the draft coming directly in centre on a swinging adjustable drawbar. A clearance of 20 inches is provided below the main frame, the turning radius being only 15 feet. The weight of 4,800 lbs. is well distributed, 2,950 lbs. being on the rear wheels.

A few of the latest improvements are: Removable cylinder head on motor, tungsten steel valves; split crankcase and hot-spot manifold. A Leonard air washer, water type, prevents dust from getting into the motor. A new type steering gear is noticeable on the 15-30, having cut gear and worm enclosed and running in oil. Dash control of hot and cold air adjustment is provided. The bull gears are of semi-steel with oiling device. A twin disc clutch, of the dry disc type is embodied in the design, the adjustment of same being remarkably simple.

A Perfex radiator, triple type,

mission, also on front and rear wheels. The latter are the well known French and Hecht pattern, with dust proof hubs. A combination set of cone lugs and cleats are provided. The tread of the Plow Man is 4 ft. 11 inches, the height $5\frac{3}{4}$ ft. and length over all 13 ft.

In Western Canada the Plow Man is handled by the Plowman Tractor Co., Regina, and in Manitoba by the Northern Implement Company, Winnipeg, sales agents. The latter have behind them the well-equipped Sterling Engine Works, and specialize in giving service to both dealer and farmer. They have a corps of service men on the territory all the time, to aid Plow Man dealers and purchasers in every possible way.

There may not be much romance about the manure spreader, but it helps send many a fair daughter of the farm to finishing school.

Changes in Deere Factories

The John Deere Plow Works, Moline, Ill., announces the following changes in their executive staff: B. J. Kough, manager of the Deere Marseilles plant in East Moline, becomes manager of the Deere & Co. works. C. H. Gamble, superintendent of the plow works, succeeds Mr. Kough in East Moline. L. A. Rowland has been promoted from assistant superintendent to superintendent, and F. M. Humason, a foreman in the plow works, has been named assistant superintendent.

A System of Storing Twine

Owing to the small crops in some districts, dealers this year will, in cases, be compelled to carry over a good deal of twine. It is always a problem to store twine so that it will not be injured by mice and rats. Implement and Tractor Trade Journal describes an interesting method used to avoid these pests by a retail implement concern in the Dakotas.

A fence post is cut in two-foot lengths and placed in the position of supporting posts for a platform. A dish pan of the ten-cent variety is inverted over each of the posts. Planks, 2×6 , were then placed on the posts to form the supporting platform on which the twine in bales was stacked.

The posts keep the twine off the floor and the tin dish pans formed an efficient barrier to rats or mice trying to crawl up to the twine. In placing the base it should be seen that the twine stack would be well away from walls or pillars that might serve as runways for the pests.

PETERS PUMPS

Give More Water
in Less Time with
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:
Get Peters'
Pump
Proposition
for 1920

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peter Pump Company, Keokuk, Ill.

Exclusive Canadian Agents:

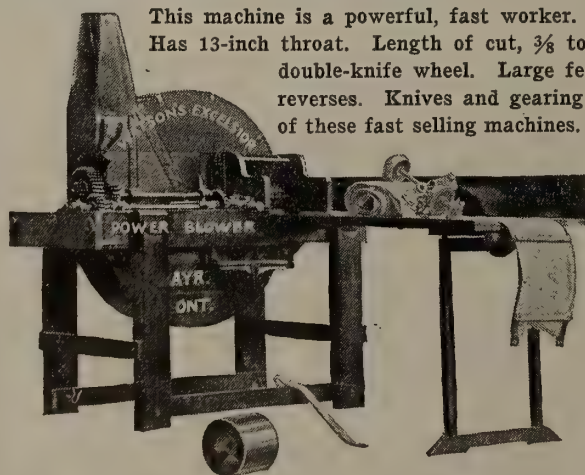
Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

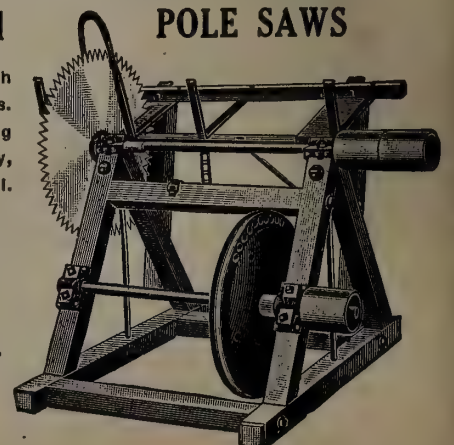
WATSON'S "EXCELSIOR" POWER BLOWER FEED CUTTERS

This machine is a powerful, fast worker. Handles 6 tons per hour. Equipped with travelling feed table. Has 13-inch throat. Length of cut, $\frac{3}{8}$ to 1 inch, or with extra gears, $1\frac{1}{2}$ to $3\frac{1}{2}$ inches. Heavy, balanced, double-knife wheel. Large feed box and well fitted feed rollers. One lever starts, stops and reverses. Knives and gearing fully enclosed. Special English steel knives. Get full particulars of these fast selling machines.



WATSON'S HARDWOOD FRAME WOOD and POLE SAWS

Solid steel shafts; high grade babitted bearings. Hardwood frame is strong and rigidly braced. Heavy, solid, balanced flywheel. Three 5x6-inch pulleys.



WE HANDLE:

Feed Cutters (7 styles), Root Pulpers, Roller Crushers, Grinders, Saws, Farm and Bush Sleighs, Horse Powers, Viking Cream Separators, Hand and Power Washing Machines.

John Watson Mfg. Co.
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

BUYERS!

The International Farm Tractor and Implement Exchange

Is Now Open at
Grand Central Palace

Permanent Comprehensive Representative

BUYERS: MANUFACTURERS:
FARMERS: SELLING AGENTS:

*Come to Grand Central Palace
and see the complete Exhibit of*

**FARM TRACTORS
TRAILERS
POWER FARMING IMPLEMENTS
ACCESSORIES
AGRICULTURAL IMPLEMENTS
HARVESTING MACHINERY
SILOS and ALLIED PRODUCTS**

COME to Grand Central Palace and see what the manufacturing geniuses of America offer to the world in this permanent concentrated market—every exhibit guaranteed in all claims by American firms of magnitude and irreproachable worthiness. Every farmer, every dealer in farming equipment, every American and foreign buyer should visit the great farm tractor and implement market on the seventh floor of Grand Central Palace for economical buying.

**You Can See and Examine This Vast Assemblage
of Agricultural Mechanisms Only at One Place—
Grand Central Palace, New York**

If you are a manufacturer or selling agent of a product that can be sold to buyers of farming equipment throughout the world—*write at once regarding available space.*

International Farm Tractor and Implement Exchange

**Grand Central Palace
New York**



**GRAND
CENTRAL
PALACE**

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

C. T. Co., B. C.—One horse grain and grass drills are not carried in Western Canada. The following concerns manufacture these, which, however, can only be had direct from the factory:—American Seeding Machine Co., Springfield, Ohio; Emerson-Brantingham Implement Co., Rockford, Ill.; International Harvester Co., Chicago; Moline Plow Co., Moline, Ill.

C. J. S., Man.—We can give no record of the number of people killed by the tractor named. In a rearing tractor, the operator is crushed by the machine falling back on him. The cause, from a mechanical standpoint, is that the "torque" moment is greater than the moment of the weight on the front wheels of the tractor. With 3000 pounds drawbar pull, for example, on a 48-inch wheel, there is a torque of 6000 foot-pounds. If the combined moment of the drawbar pull and the weight on front wheels is less than this, the front wheels leave the ground and the tractor turns over in a back somersault. Distribution of weight in relation to load is the cause.

H. R. A., Man.—Boxings numbered H129, 177, 145 and 388 are for a disc harrow made by the Rock Island Plow Co., Rock Island, Ill. Parts can be had through the Waterloo Mfg. Co., Portage la Prairie.

P. W., Sask.—We do not know of a wheat cleaner named the "Jumbo." That is, however, the trade name adopted by the Crossen Metal Works, Winnipeg, who manufacture the Torrence vacuum grain cleaner and loader. Possibly you refer to this machine.

S. B., Sask.—For a scrub cutter for heavy work, write J. R. Eagle, Dauphin, Man., who produces a strong blade machine of excellent design. This scrub cutter will easily clear the size of scrub you mention.

W. J. T., Sask.—For information on the Gurney "New Idea" furnace, address the Hamilton Stove and Heater Co., 134 Higgins Ave., Winnipeg, who are distributors for that line.

A. J. R., Sask.—Repairs for a one-horse Gray engine can only be had from the manufacturers, the Gray Motor Co., Detroit, Mich. "Meco" engines are manufactured in Kansas City. The John Stevens Coy., 661 Henry Ave., Winnipeg, have a line of repairs for this engine; also stock the larger sizes. Write them for parts.

L. C. B., Alta.—So far as we know, there is no firm in Canada handling the "New Era" elevator grain grader. This machine is made by the New Era Grader Company, Minneapolis, Minn.

C. H. McD., Sask.—Skein No. 3410 is for a Fish wagon. This wagon, we understand is no longer manufactured, but repairs can be had from the Bain Wagon Company, Kenosha, Wisconsin. Write them for part.

J. L. T., Man.—The hay baler for forming round bales, as mentioned in a recent issue, is manufactured by the Round Baler Manufacturing Company, Lincoln, Nebraska.

C. F. Co., Man.—We regret that we cannot locate the maker of a pump jack having part numbered CZ9. Can any of our readers identify this pump jack?

G. G., Man.—The scrub cutter you describe is the "Eagle" made by J. R. Eagle, Dauphin. Write direct for particulars. No distributor handles this line.

L. I. Co., Alta.—Boxing Z 610 is for a disc plow made by the Racine-Saltley Co., Springfield, Ill. Repairs can be had from Martin & Kennedy, Kansas City. Parts for a Fuller & Johnson plow may be procured from the Madison Plow Co., Madison, Wis.

C. M. Co., Alta.—Part W358 is an inside hub for a disc plow made by the Emerson-Brantingham Implement Co., Rockford, Ill. Write the factory direct for part.

G. B., Sask.—The disc harrow with spool box marked D126 is made by the Ohio Cultivator Co., Bellevue, Ohio. Address factory direct for part.

P. B., Ont.—Boxing cup for sulky plow N25L is from a plow formerly made by the Bradley Mfg. Co. This line is now sold by Sears, Roebuck & Co., Chicago.

W. C. S., Man.—The windmill head with internal gear and shaft K3 is for an Imperial Mill, as made by Mast, Foos & Co., Springfield, Ohio.

G. R. M., Alta.—Repairs for a Buckeye horse-power type feed grinder can be had from the Bauer Bros. Co., Springfield, Ohio.

H. S., Man.—Spool KK14 and KK200, top bearing box are from a disc harrow made by the Deere & Mansur Co. Repairs can be had through the nearest branch of the John Deere Plow Co. The Windmill with pinion S15 is a "Duplex," made by the Duplex Mfg. Co., Superior, Wis.

P. G., Sask.—Concrete block making machines are manufactured by the London Concrete Machinery Co., London, Ont. Grindstones are manufactured in Canada by the following concerns: Brantford Emery Wheel Co., Brantford, Ont.; W. R. Knowles Co., Clifton, N. B.; Read Stone Co., Sackville, N. B. and the Richards-Wileox Co., London, Ont.

W. M., Man.—The "Bell" feed cutter is manufactured by B. Bell & Sons, Ltd., St. George, Ont. Write factory direct for parts.

H. L. Co., Sask.—Burr for feed mill, No. C4, is the outside burr for a No. 13 mill made by the Stover Mfg. Co., Freeport, Ill. Toronto feed grinders are manufactured by the Ontario Wind Engine & Pump Co. Write the branch at Regina for new parts.

A. W. S., Man.—Grinders suitable for sharpening feed cutter knives can be had from D. Ackland & Son, Winnipeg. The Watrous Engine Works, Higgins Ave., Winnipeg, can quote you on heavy chains.

"The Tractor in the Making"

We recently received from the Huber Manufacturing Co., Marion, Ohio, a copy of their interesting booklet entitled "The Tractor in the Making." This publication features the pioneer experience of the Huber tractor, extending back over 20 years. The Huber organization state that as the Huber was a pioneer in the tractor field, the history of the Huber tractor is the history of the tractor industry. The early work on this tractor was done as soon as the development of the internal combustion engine made the tractor a practical possibility. In 1898 Edward Huber introduced his first farm tractor engine to be propelled by a gasoline motor, says the booklet. This tractor had a large one cylinder vertical engine with hot tube ignition. This was followed by the Huber 2-cylinder type with dry cell ignition and then the Huber four cylinder, with magneto ignition.

Varying their styles with regard to the demand, the Huber organization at last have their Light Four, which it is claimed develops the greatest drawbar pull possible for a tractor light enough to work on plowed soil without packing. Interested readers can procure a copy of this interesting booklet on tractor history by addressing the Huber Mfg. Co., Marion, Ohio.

Ford Selling Arrangements

A report from the United States is that Henry Ford & Son, Dearborn, have notified all Fordson distributors throughout U. S. territory that contracts for the distribution of Fordson tractors will not be renewed next August. As Ford now has complete control of the Ford Motor Co., and as the tractor manufacturing company is owned entirely by Ford interests, it seems evident that Ford cars and Fordson tractors are to be sold through the same agencies.

King of Siam is Up-to-Date

The Consolidated Utilities Corp., Chicago, factory distributors for the Matthews full automatic electric light and power plants, recently sold the King of Siam a 5 k.w. electric plant. Matthew's plants, says the company, are used throughout America on thousands of farms. They start and stop automatically, and cannot be overcharged. These plants are built in seven sizes—from 1-3 k.w. to 25 k.w.

Wind Stacker Driven by Fishing Line

The Avery branch at Dallas, Tex., have a novel way of demonstrating the light running characteristics of the Hyatt-Equipped Avery thresher.

On a machine a small fishing line has been substituted in place of the windstacker belt. This thresher has, during the past season, been operated day after day out on the street in front of their establishment, the windstacker having been driven hours at a time by means of the small string.

A New Booklet

"The Tractor Tract"—"a personal message about folks and things," are the name and description of an original booklet sent out by the Hyatt Roller Bearing Co. This booklet will be issued "every little while." It contains little human interest stories and interesting incidents of sales experience related by H. G. Weaver. The stories have a practical message delivered in an en-

tertaining way. The aim is both to assist the tractor salesman and to pass along the story of one dealer to other dealers, so that they may benefit by the experience of brother tractor merchants.

Big Demand for Hinman Milkers

E. A. Lockyear, sales manager for H. F. Bailey & Son, Galt, Ont., Canadian manufacturers of the Hinman milking machine, states that the sales of Hinman milkers has been doubled during the past year. The company has still some open territory in Western Canada, in which area they have experienced a very satisfactory demand. Mr. Lockyear looks forward to an even greater increase in sales from now on, as farmers accept the milking machine as thoroughly practical and a remarkable labor-saver. The French Government recently ordered 25 Hinman milkers made expressly for milking sheep. Six Hinman milking machines were made the first year. Now over 50,000 are in use in every part of the world.

In place of the full vacuum for each and every cow, the Hinman outfit develops a graduated or progressive vacuum—only what is necessary to milk the cow, depending upon how hard or how easily she milks. This graduation is automatic and just as simple as a bicycle pump.

There are no second-hand Hinman milkers for sale on the market. If one comes into the market it is in immediate demand.

Malleable Capacity Idle

In connection with the insistent demand for malleable castings, the American Malleable Castings Association reports that this condition has been anticipated and that ample facilities have been provided for both the present and future expansion of the industry.

It is stated, however, that at the present time the shortage of unskilled labor will not permit this great capacity being used. Fully 200,000 tons of malleable capacity is to-day idle but would be immediately available if the necessary labor could be secured. Improvement in this direction is not looked forward to with any great hope until the activities of other industries are curtailed or until there is a flow of immigration sufficient to build up the supply of labor available for foundry work.

This means, therefore, a large percentage of capacity idle continuously in every American malleable plant regardless of heavy unfilled orders.

Safeguard Your Market

THE demands of Great Britain determine in a large measure the prices of Canada's farm products.

Without the Mother Country's purchase of these surplus products of Canadian farms, Canadian agriculture would lose its best overseas market.

Great Britain is ready and willing to buy all the farm products that Canada can let her have, but Britain is temporarily unable to pay cash for these products. Canada, therefore, must extend credit to her if we are to retain this necessary market.

Canada pays cash to the Canadian farmers for their produce and sells that produce to Great Britain on credit.

If Canada does not extend this credit to Great Britain other countries will be glad to do so.

During the war Canada's surplus crops and farm products were financed by Victory Loans. The result was that every Canadian farmer had a market at good prices for his entire crop.

This year's crops and farm products must be financed in the same way—by the Victory Loan 1919.

Victory Bonds are, as every shrewd Investor knows, an investment of the highest class. The interest rate is five and a half per cent. and the interest payments regular. The security is undoubted, and the bonds may be readily turned into cash at any time.

The loan is vitally important to every farmer in all Canada. It is, therefore, to his interest not only to invest heavily in Victory Bonds 1919, but to work among his neighbors to make absolutely certain the success of the loan.

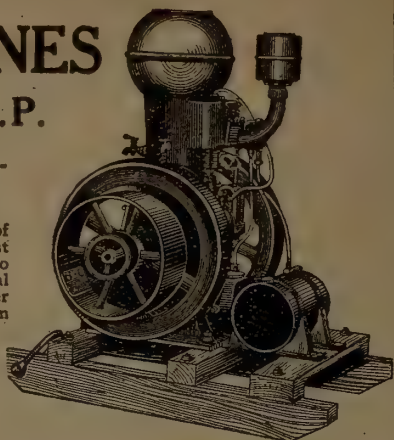
BUY
VICTORY BONDS
And Assure Agricultural Prosperity

LISTER ENGINES

2, 3, 5, 7 and 9 H.P.

Sell an Engine Backed by an Established Reputation for Quality

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition — no batteries. Automatic lubrication. Economical to run. Shipped complete with skids. Lister engines are what the farmer wants. Sell them this winter and make money.



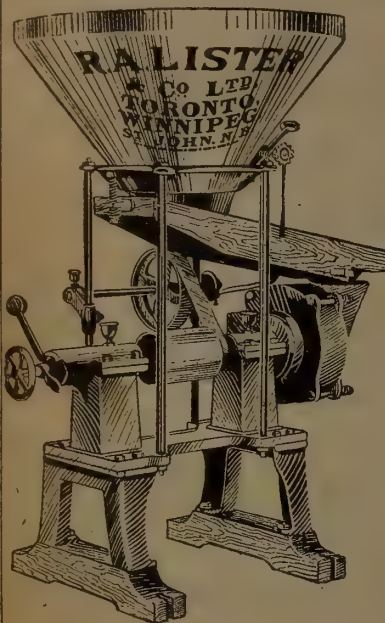
LISTER GRINDERS

We guarantee Lister Grinders to grind more feed on the same power than any grinder of the same size on the market. Great capacity, easy running, never clogs. Handle all feeds with equal success. Strong, reversible plates with worm force feed. Equipped with bagger attachment when ordered. Sold with or without base. Get our prices on them.

Dealers: We are now receiving monthly shipments of the Melotte Cream Separator direct from the European factory. Send your orders.

OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping. Outfits, etc.



R. A. LISTER & CO. (Canada) LIMITED
WINNIPEG, MAN. TORONTO, ONT.

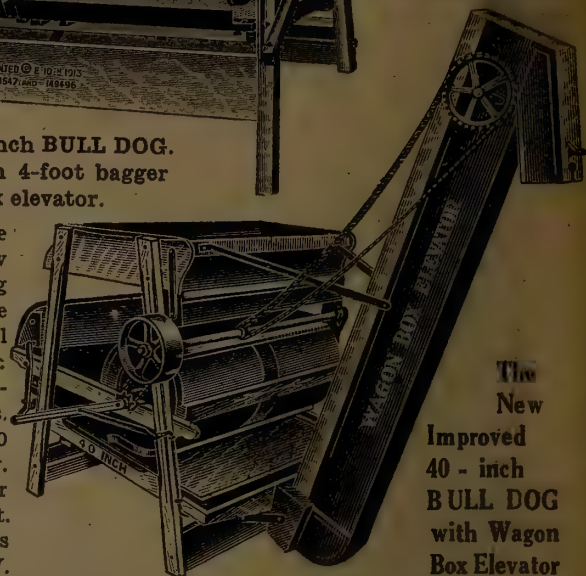


BULL DOG MILLS

THE LINE THAT LEADS

The new 48-inch BULL DOG. Supplied with 4-foot bagger or wagon box elevator.

Here we show the 40 and 48-inch New Improved Bull Dog Fanning Mills. We manufacture the Bull Dog in five sizes: 24, 32, 40, 48 and 64-inch sieve widths. Capacities: 25 to 150 bushels per hour. Hundreds ready for immediate shipment. Dealers: Send us your Orders—NOW.



The New Improved 40-inch BULL DOG with Wagon Box Elevator

Specialists in Grain Cleaning and Grading Machinery
THE TWIN CITY SEPARATOR CO. LTD.
QUELCH STREET :: WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

TUDHOPE-ANDERSON TRUCKS AND SLEIGHS



Our No. 88 "Handy" Truck

A line that sells in any territory. Skein: $3\frac{1}{4} \times 10$ inches. Tires: $4 \times \frac{3}{8}$ inches. Wheels: 28-34 inches. Bolster: 30 or 40 inches. Capacity: 3,000 lbs.

"HANDY" FARM TRUCKS INSURE INCREASED BUSINESS FOR T-A DEALERS

The short-turn, cut-under design practically gives a right angle turn. Bolsters have removable, malleable stakes, taking 38 or 40-inch wagon boxes as required. Bolsters and sand boards heavily plated. No front hounds. Reach rests between axle and short sand board. Pole is attached by heavy eyebolt, or shafts can be had as ordered. Ask for prices and full particulars of this seasonable line.

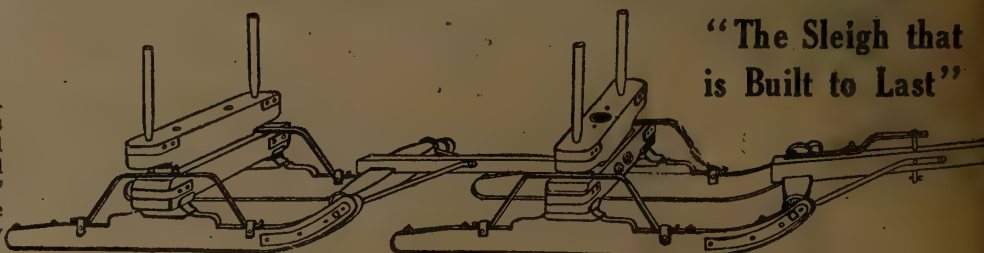
SPECIFICATIONS AND LITERATURE ON REQUEST

WE HANDLE: Wagons, Engines, Feed Grinders, Disc and Moldboard Plows, Tractor Plows, Cultivators, Manure Spreaders, etc.

"EMPIRE" No. 2 Sleighs—Cast or Steel Shoes—Get the Business

RUNNERS: 2, $2\frac{1}{2}$ and 3-inch. $4\frac{1}{2}$ inches deep by 6 feet long. TRACK: 36 and 40 inches. BOLSTERS: 38, 40 and 42 inches

Made from best procurable materials. Strong and well finished. A Sleigh that gives enduring service. Shoes are extra long. Runners made from seasoned white oak—well reinforced. Benches and Bolsters made from selected birch and maple, and have heavy steel wearing plates. Poles and rollers of white oak and maple. "Empire" sleighs have inbuilt quality in every part, and sell at a reasonable price. Get a sample on your floor—NOW. Ask for agency proposition.



"The Sleigh that is Built to Last"

TUDHOPE-ANDERSON CO., LIMITED
WINNIPEG REGINA SASKATOON CALGARY

CANADIAN FARM IMPLEMENTS

VOL. XV., No. 12

WINNIPEG, CANADA, DECEMBER, 1919

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 Cents

Now More Than 380 Branches in Canada

Constantly enlarging our sphere of influence that we may extend to you — our customers — the fullest possible banking accommodation, we have made notable additions to our branch bank system in Canada during this year.

We have 380 branches and continue to grow.

We aim to be the Biggest Bank in Canada from the standpoint of Character and Service.

UNION BANK OF CANADA

Head Office	-	-	-	Winnipeg
RESOURCES	-	-	-	\$153,000,000

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corp., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

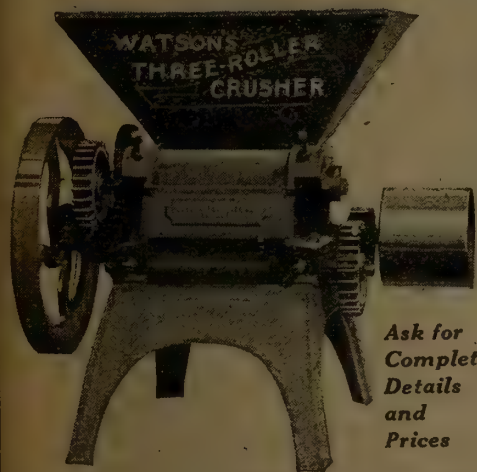
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Roller Crushers

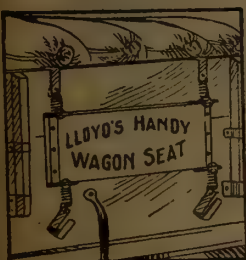


WATSON'S 2 and 3-ROLL GRAIN CRUSHERS are a line the dealer will find in big demand. The grain is fed to grooved rollers, running at different speeds. Fineness of work quickly regulated by set screws. Strong iron frame; heavy fly-wheel. Pulley furnished as regular equipment. Rolls, 12 x 6 inches. Power required, 4 to 5 H.P. Can also be equipped for driving by horse-power.

Ask for
Complete
Details
and
Prices

John Watson
LIMITED

311 CHAMBERS STREET, WINN



The Wagon Loaded

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS



Going Home

A FAST SELLING SPECIALTY FOR 1920

Dealers: We thank you for the record demand for Lloyds Wagon Seats during the past year. In 1920 we will be in a better position than ever to supply your requirements. Lloyds seat sells the year around. Fit any wagon or sleigh box made. Stock this profitable line. For 1920 order your wagons less seats and supply the Lloyds. Get our prices and attractive discount NOW.

MANUFACTURED AND GUARANTEED BY THE

WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA

THE UNCERTAIN ELEMENT

in life—that is what makes Life Insurance so invaluable. If a man were certain of living a given time—if he could foretell the future—perhaps he could do without Life Insurance. But he cannot, and it is this uncertainty that makes Life Insurance of such vital importance. A Life Policy is the one certain way of providing for an uncertain future.

The Great-West Life Policies embody all the essentials of profitable Life Insurance: low premium rates are charged; these premiums may be paid annually or otherwise, as suits the insured; the Policy conditions are liberal and clearly expressed; and the profit returns are so highly satisfactory that seldom does a participant fail to express both gratification and surprise at the returns under his Policy.

Full Particulars of Suitable Policies
will be Mailed to any Applicant

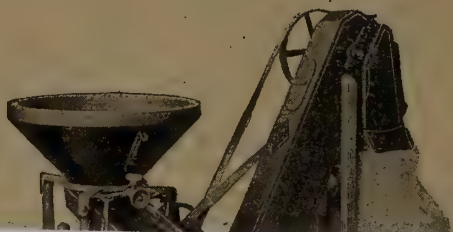
THE GREAT-WEST LIFE ASSURANCE CO.

Dept. "0.15"

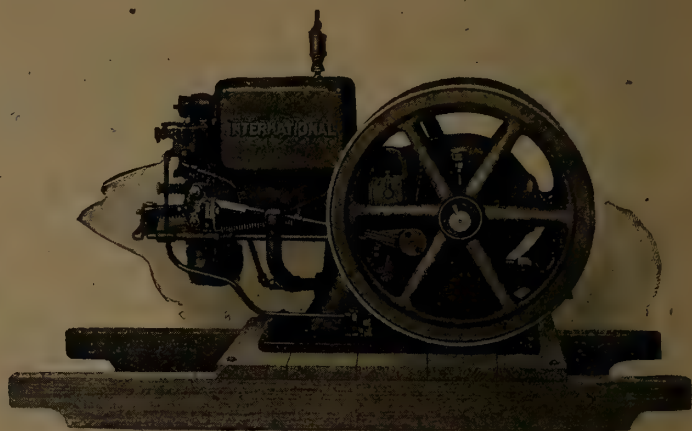
HEAD OFFICE, WINNIPEG

BELOW are two machines which have made themselves known and popular wherever there is grain and a need for power. They are as practical utilities as any on any farm, and they are constantly adding to the profit-totals of farmer and agent.

They co-operate with each other on the farm and therefore dovetail into each other as a selling unit full of possibilities for any agent. INTERNATIONAL ENGINES will help you sell VESSOT FEED GRINDERS and grinders will help you sell engines. Take this successful team under your management and we will help you place on your territory grinders and engines safeguarded by the names Vessot and International. Ask the International Blockman about this in due season.



according to quality of grain and the fineness to which it is ground. Look for the letters "S.V." stamped on every VESSOT plate. It is a guarantee of quality. VESSOT GRINDERS are made in 9 different sizes, filling the requirements of any customer.



INTERNATIONAL KEROSENE ENGINES

THE Farm demand for small engines is growing rapidly. Engine power appeals to every farmer. We offer the agent reliable INTERNATIONAL kerosene engines to sell at prices any man can afford. Sizes are 1½, 3 and 6 h.p. The INTERNATIONAL is a high-grade engine, has magneto ignition for both starting and running, uses cheap fuel, is simple in design—good, dependable farm power that any farmer or his wife can quickly learn to handle and that furnishes steady power economically.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA.,
ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

Have Your Name Written Here

NOW is the time to renew the old, or secure the new Dealer's Agreement for 1920 with the J. I. Case Threshing Machine Company.

We are right at the threshold of the 1920 selling season. Your prospects are thinking of their requirements and planning for their purchases. The time is ripe for you to be providing for their needs and planning for your sales.

There is every indication of "banner business" for 1920. Power Farming machinery has come into its own. The scarcity and cost of farm labor,—the demand for increased production,—the growing tendency of bankers to favor financing the purchase of the best power farming machinery,—all are factors in your potential profits for 1920. They are all reasons why you should not postpone your arrangement for Case Dealer's Agreement for 1920.

Think of Case machinery as a great line—identified by the trade mark of the Eagle on the Globe. Units of this line are properly related to each other. Case Threshers, Case Silo Fillers, Case Road Graders, Case Baling Presses, Case Rock Crushers, Grand Detour Plows and Disc Harrows are built in sizes to meet every working requirement. Remember also that these machines are best drawn or driven by the properly related size of Case Kerosene Tractor or Case Steam Tractor.

See our travelling representative or write us direct regarding Case Dealer's Agreements.

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.



J. I. CASE THRESHING MACHINE COMPANY, Inc.

Dep't M-12, Racine, Wis., U. S. A.

Makers of Superior Farm Machinery Since 1842

NOTE: We want the public to understand that our plows are NOT the Case plows made by the J. I. Case Plow Works Co.



Look for the
EAGLE
Our Trade Mark

A Cockshutt Contract Will Bring YOU Bigger Business

MANY signs point to a prosperous 1920 season for the Implement Dealer who has the line of goods that will meet all the demands of his community.

There is unquestioned value and good-will in a business when you build up a trade featuring a particular line of goods. Sell a farmer a Gang Plow which in service lives up to your arguments for its sale, and that same man will be open to easy conviction that your Harrow, your Seeder and your Binder are of equal value to him. It means least time and effort per sale—hence lowest selling cost and biggest net profits.

This is the time to get a line on the Cockshutt Agency and *concentrate* your efforts on implements that will build up a permanent and profitable business for you.

The Cockshutt line includes implements for every farm and for every season. It means sales from January to December—no off seasons.

Write to-day for our Special Dealers' Proposition. We will gladly give you full information on this line of Big Business Getters.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

*Plows, Harrows, Cultivators, Pulverizers, Packers, Grain Drills,
Corn Planters, Potato Planters, Manure Spreaders, Binders,
Mowers, Hayloaders, Rakes, Hay Presses, Feed Cutters,
Pulpers, Grinders, Gasoline Engines, Cream Separators,
Farm Scales, Wagons, Grain Tanks,
Carts, Carriages, Lorries, Sleighs,
Cutters, Etc.*

CANADIAN FARM IMPLEMENTS

Vol. XV., No. 12

WINNIPEG, CANADA, DECEMBER, 1919

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00
Per Copy, 10c)

Year-End Reflections and Future Considerations

At this season of the year, in the farm machinery trade, we mentally balance up the year behind us, and look ahead at the possibilities of the future. Despite a year when many areas were hard hit, business generally is good. Reports indicate that the trade in farm equipment is satisfactory, with bright prospects for 1920. In this era of reconstruction, prices must necessarily remain high, but the war years have taught the dealer that business can be procured despite the higher prices of machinery and implements.

Confidence and Co-operation

One of the best features in the trade during the past twelve months, was the getting together of the retail and wholesale trade in Saskatchewan. These friendly conferences are a feature that will do much to make both sides of the business realize the position of the other fellow. We would like to see dealers and wholesale interests in the trade meet in every province. This is the age of co-operation, of constructive criticism. With labor and material conditions as they are, co-operation is the foremost essential between dealer, jobber and manufacturer. It is a case of allied interest, of teamwork, to assure the farmer of the machines when he needs them. On the part of the dealers, too little interest is being shown in the effort for association. To keep pace with the times, organization is necessary in every calling, and in none more so than the retail implement business. If you don't belong—make 1920 your first year as an organized dealer. Only by co-operative effort can better contracts and better repair discounts be secured. Many dealers disparage their business. They do not know their value; they do not have a concise idea of what the place of the dealer actually should be. It is up to every man to make an effort to raise his calling to the plane upon which it should stand.

What, then, are the requisites of the ideal implement dealer?

Recently, representatives of the dealers' federation in the United States and a committee of the National Implement & Vehicle Association, adopted a resolution which they believe embodies a definition of the implement dealer. Its definition is well worth the consideration of every dealer.

"The interests of all factors engaged in the manufacture and distribution of farm operating equipment, including the farmer himself, require a proper standard for measuring the value of the implement dealer. Such dealer should have a suitable place of business with an adequate stock to serve the community in which he operates; should have proper means, commensurate with the volume of business in that community, of displaying goods in current demand; should carry a reasonable supply of repairs properly to serve his customers; should have a sufficient investment in his business that he may

be able to perform the duties outlined; and should furnish the usual legitimate service necessary properly to promote his business; and conduct his affairs upon such basis as will assure permanency of business relationship."

To fulfill these functions, the dealer must have satisfactory working conditions. He can only secure that condition by organized effort. More than half the troubles in the trade are due to lack of contact between representatives of the three factors in the business, retail, wholesale and manufacturing. In the States, through their organizations, each division is now in close touch with the two others. Why should not such a condition obtain in Canada? Our troubles are often bred of distrust fathered by lack of knowledge of facts as they exist. Only by meetings of the representative bodies in the trade can these facts be brought to light.

The implement dealer should no longer regard himself as an agent with a contract, but as a merchant with goods for sale. The word "agent" should become obsolete in the dealer's vocabulary. If we are to expect business from the community, we must have the stock on hand. We must be merchants with machines commensurate with the needs of the community. The farmer has received high prices and ready sale for his products. He now can buy things he did not think of five years ago. Farmers are closely interested in home comforts, electric lighting, better barn equipment, the most modern machinery of all kinds. Power farming is here to stay. If help evades employment on the land, the farmer must operate mechanically. The tractor, tractor drawn tools and power driven machinery are lines that the dealer must handle to keep abreast of the times. Beyond these extends an immense possibility in motor truck business. Horse drawn implements will sell some, but the factories are designing complete lines of tools for tractor operation. Yet power farming equipment should not obsess the dealer. It is seasonal, and there are scores of lines which merit consideration as a means of bringing in steady revenue.

The size of tractor is important. Two or three years ago three-plow machines exceeded the smaller sizes in sales. Then came a reversion to the smaller machines, but enquiries prove that the three or four-plow machine has returned to popularity. Future sales will largely depend upon the opinions of the men who bought tractors in your territory in past years. On the popular opinion as regards size and capacity, the dealer can form a close conclusion as to the size of tractor he should handle.

A certain volume of tractor business is absolutely necessary in order that the dealer may give satisfactory service to the user,

(Continued on Page 8)

Greetings



May Good Health, Happiness and Prosperity be the portion of our Friends in the Implement Business, wherever located, throughout the coming year. To you and yours we extend our most Hearty Wishes for a

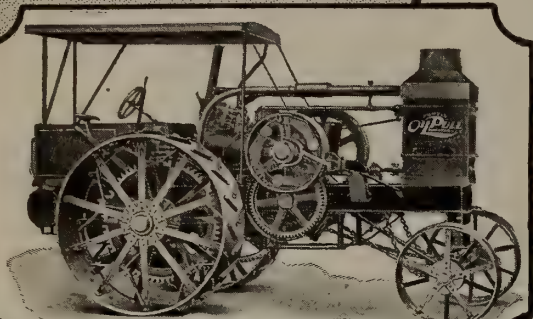
Joyous Christmas
and a
Prosperous New Year

Canadian . . .
Farm Implements

ADVANCE-RUMELY

RUMELY
OILPULL
TRACTOR
LA PORTE IND.

TRACTORS



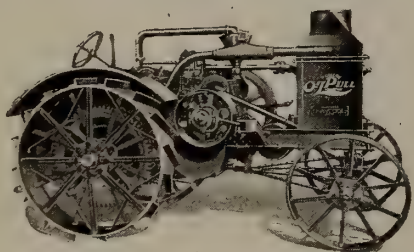
The 30-60



The 20-40



The 16-30



The 12-20

There is one big thing that farmers are asking for in a tractor today—dependable service at an economical cost.

Anyone at all acquainted with the tractor industry knows this.

There is one tractor above all others that has proved that it *can* give this kind of service—proved it over a number of years—proved it ever since the beginning of the tractor industry, and this tractor is the Rumely OilPull. Over 15,000 OilPulls are in use today.

You can sell OilPulls on performance—not promises. You can point to the OilPull record for proof that this tractor will give absolute dependable, economical service.

You can show that "Old Number One," Number Nine, Number Eleven, Number Fourteen and others have been giving dependable service for over ten years, and that they are still good for many more seasons of faithful day-in and day-out work.

There is no tractor built that can match these records of years of dependable continuous service, and OilPull economy is as remarkable as OilPull endurance. The OilPull is the only tractor that is guaranteed in writing to successfully use kerosene under all conditions, at all loads.

And all OilPull tractors are oil-cooled. The OilPull was designed to be cooled by oil instead of water to increase efficiency and decrease trouble. No freezing or boiling over in extreme temperatures. No scale deposits in cylinders or radiator, no rusting of internal parts, no clogging of the circulating system.

Advance-Rumely puts quality first and always will—it believes in and practices the policy—"The *life* of a tractor, not *price*, determines its *value*." Remember, that in anything you buy "You get just what you pay for."

Among a few OilPull specifications of the 1920 models are:

- Guaranteed kerosene burner
- Two cylinder, low speed motor
- Two forward speeds and reverse
- Oil-cooled
- Low platform—short turning
- Patented shifting device for belt work
- Hyatt Roller Bearings
- Bosch Magneto
- Madison-Kipp Lubricator

For 1920, there are four sizes of this famous tractor—from a 3-plow to a 10-plow size, rated as follows:—12-20, 16-30, 20-40 and 30-60 H. P.

This gives the dealer a complete line of tractors that will enable him to take advantage of every opportunity for a tractor sale in his territory. And remember, all OilPulls have a 25% reserve power over their advertised ratings.

Satisfied OilPull customers in every section of the country, of course, materially assist the OilPull dealer in making sales. An OilPull owner is an OilPull booster.

The 28 factory branches maintained by Advance-Rumely insure prompt and competent service in all sections. Each branch maintains a complete stock of machines, parts and an organization of trained experts.

ADVANCE-RUMELY THRESHER COMPANY, Inc.
La Porte, Indiana

Calgary, Alta.
Saskatoon, Sask.

Regina, Sask.
Winnipeg, Man.

48 Abell Street, Toronto, Ont.



LINE FOR 1920

Ideal SEPARATORS

Like the OilPull tractor, the Rumely Ideal separator holds a position of supremacy that is unquestioned. With more than 20,000 Ideals in the hands of owners, it has delivered a brand of performance that has made it famous for thorough, fast, clean work.

A new size—28 x 48—gives a lineup of five models for 1920, ranging from 22 x 36 up to 36 x 60. This offers a size for every possible demand—from the small outfits for individual use to the big outfits that will meet the needs of the largest custom thresherman.

The same individual characteristics that have made the larger sizes favorites with threshermen are found in the smaller sizes also.

In the Ideal the straw is kept constantly on the move *in a steady, even flow* from cylinder to stacker, due to the exclusive Ideal design. No possible chance for bunching, clogging, winding or choking.

It is this sound fundamental principle upon which the Ideal is built that is responsible for its now famous large capacity, complete separation and thorough cleaning. But like the OilPull the Ideal prefers to stand upon its field performance—and there's an Ideal owner in your neighborhood.

All the exclusive features that have made the Ideal the foremost separator are standard equipment in the 1920 models:

- Patented traveling slatted chain rake and the largest grate surface of any separator built
- Size for size, the longest straw rack of any separator built
- Lifting fingers on straw rack instead of common shakers
- Seven feet of extra chaffer length in grain pan, on larger models—smaller sizes in proportion
- One-piece frame construction
- All adjustments, oil and grease cups on the outside

The five sizes of Ideals for 1920 are—22 x 36, 28 x 44, 28 x 48, 32 x 52 and 36 x 60.

In most any section you will find a Rumely Ideal that is the oldest thresher in that district—running just as smoothly as it did at first, and cleaning the grain just as thoroughly. These old Ideals are the ablest assistants a dealer could ask for. Proved efficiency and lasting qualities are the best sales arguments there are.

An Advance-Rumely 1920 dealer contract is worth getting. We have a proposition that can't help but interest you—ask for it.

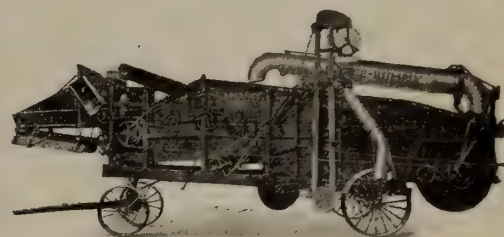
ADVANCE-RUMELY THRESHER COMPANY, Inc.

La Porte, Indiana

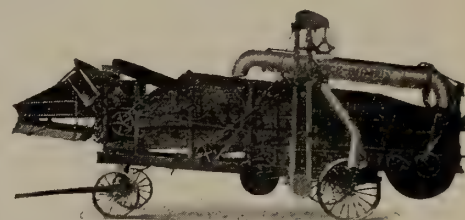
Calgary, Alta.
Saskatoon, Sask.

48 Abell Street, Toronto, Ont.

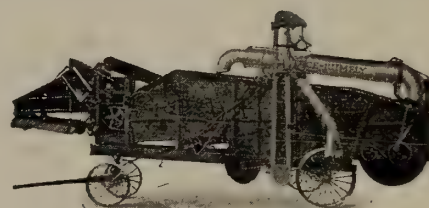
Regina, Sask.
Winnipeg, Man.



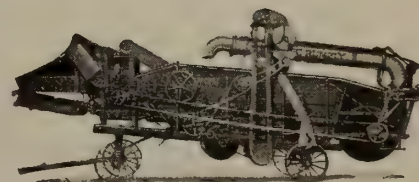
The 36 x 60



The 32 x 52



The 28 x 48



The 28 x 44



The 22 x 36



Year-End Reflections and Future Considerations

(Continued from Page 5)

and the policy of crowding too many tractor agencies into a given territory is most injurious as trade territory is absolutely essential to your succession in the tractor business.

For Better Business

The dealer to keep pace with the times must give serious consideration to the cost accounting side of his business. He must keep accurate records and know his overhead, and must see that every item is sold at a legitimate profit, thereby giving the farmer the machine at as reasonable a price as possible, including the cost of service rendered. Overhead should never be put too low, for the various items of cost that go to make it up, are constantly increasing, and are likely to in-

crease. So far as is possible, the dealer should adopt the policy of settlement on delivery, either in the shape of cash or a bankable note bearing interest. If the dealer is willing to trust the farmer with his goods, the latter should be willing to trust the dealer with a settlement for same.

Repair business is a vexed question, but unless dealers carry an adequate stock of parts, they cannot claim that they perform their function or serve their community. If alteration in discounts is needed, it will only be possible through the dealer's combining for their common welfare. Surely every man realizes that this question is one that cannot be handled by the individual but by a body representing the entire retail trade.

Early Ordering

Labor troubles, transportation and the raw material situation

make it a wise policy for the dealer to place his specifications early. The factory has difficulties in production and the wholesaler has difficulties in getting goods to the dealer. The situation should be clearly put up to the customer so that no blame as regards delivery can be laid at the door of the dealer. As prices are, it would seem wisdom for the dealer, in the coming year, to arrange his stock so that he can do the largest possible business with the least possible inventory. By concentrating buying in one or two organizations, by buying in carefully assorted lots, getting the advantage of quantity prices, better business may possibly be effected.

The Store and Staff

A good location, good display and carefully arranged stock are essential. A shed in a lane will not do for an implement business in the future. Consistent advertising in the local paper, an up-to-date prospect list, and the use of manufacturer's literature and sales helps, should be made a paying policy throughout the coming year. In your costs, salaries are an important item. The high cost of living is the ghost that walks with both the dealer and his assistants. This problem is bound up with the labor problem. At the factory every increase in labor's wages increases production cost; in the store every raise increases the selling cost per unit. Have you revised your overhead to cover this feature, and also to take care of the higher salary you must necessarily pay yourself? Adequate wages, however, are essential to the preservation of the Canadian standard of living, and we must consider the necessities of the employee from that standpoint.

Your employees must, however, realize that the chief care for our present economic troubles is work—maximum production—increased sales. The only solution for the high cost of living is "work." The more that is sold from the store, the better will their position be, for without volume, increased wages are impossible.

Expect your employees to give you whole-hearted loyalty and service, and impress upon them that greater efficiency is the way to advancement. Ask them to study text books, trade journals, trade literature, everything that will help make them more valuable to themselves as units in the industry.

In the United States, hundreds

of thousands of dollars will be saved annually to the industry by the reduction of unnecessary variety that took place during the war. So far Canada has fallen down in this connection; only the standard wagon track has been adopted. An anemic effort has been made at Ottawa in this connection—with no result. Further steps in the standardization of such parts as sections, pitmans, sickle heads, shares and other spare parts, will soon be taken in the United States, but we have not yet even reduced Canada's variety of unnecessary types of machines. What we require is a federal bureau of agricultural engineering to take the leadership in standardization and to determine the essential requirements of farm equipment in order better to save the interests of the farmer.

What Are Your Plans?

Do you know what your sales were last year? Not only in total but in individual lines. Do you know your stocks in each line so that you can figure your turnover? Do you know to a fraction what your expenses were in connection with each line? If you do not, now is the time to find out. Analyze your stock. What lines moved slowly? Was it the fault of the line, or did you push it hard enough? Did you lose money by giving excessive service? Was this due to the operator or the fault of the machine sold? Did some lines take too much time to sell? Digest your facts. Should you relinquish this or that line? Should you push another line harder? Plans, however, are not enough. They must be put into action and kept going. Next year, take all available means of acquiring all the capital your business can profitably use. Don't waste effort on unprofitable lines. Don't count your profits until you have repaired your capital. Keep your business and your goods on the firing line. Go over the top for 1920—and to you and yours Canadian Farm Implements wishes the best of luck.

Lauson Tractors for Norway

The John Lauson Mfg. Co., New Holstein, Wis., received an order from A. S. Kullberg & Co., at Christiana, Norway, for one hundred tractors. This order is being shipped immediately, fifty machines going to Sweden, thirty to Denmark and twenty to Norway. The Kullberg Co. have now been selling Lauson products for over eleven years.

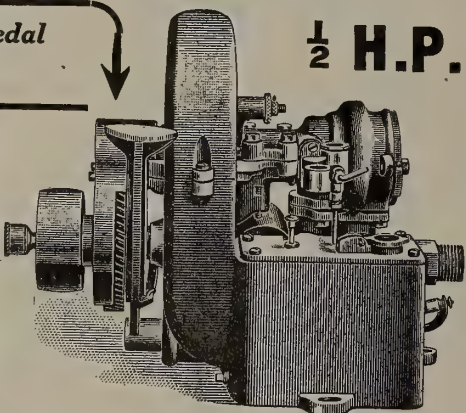
EMERSON "HAFA-HORS" ENGINES

The Fastest Selling Engine Ever Offered

Just Step on the Pedal
It Starts Instantly

$\frac{1}{2}$ H.P.

"Hafa-Hors" Engines are a line you can sell every farmer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions 16x14x14 ins. Always ready to run. The Automobile Starter sets it going instantly. Only show this engine—it sells itself. Ask for prices and literature. Don't delay. The biggest little engine ever sold—and the dealer's opportunity.



EMERSON WILD OAT SEPARATORS

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.



Made in Two
Sizes
3-Shoe
and
6-Shoe

HANDLE THE
EMERSON
During 1920

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

This year the wheat is exceptionally fine. No other machine but the EMERSON can save all of the wheat without putting half into the screenings. A demonstration with the EMERSON will convince any farmer.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.

De Laval Exhibit at Dairy Show

The De Laval Separator Co. had, as usual, one of the largest and most interesting exhibits at the National Dairy Show, held recently in Chicago. De Laval separators, both in the hand machine size for the small dairy farmer and in the larger sizes for dairies, attracted attention and the superiority of the De Laval was explained by the courteous attendants at the De Laval exhibit. The De Laval clarifier and the importance of using it to remove sediment and small solid impurities from milk, also attracted considerable favorable interest. The De Laval whey separators, used in cheese factories, were an important factor in the exhibit.

One of the principal sources of interest of the De Laval exhibit was the De Laval milker. The pulso-pump of the De Laval milker. The pulso-pump of the De Laval milker was connected up to several milker units at different places in the De Laval booths and the unified working and regularity of the De Laval udder pulsators caused considerable favorable comment, indicating the general acclaim of the success of the milker.

The Need for Good Cream Separators

Dealers who have had experience in selling dairy equipment are of the opinion that the opportune time is at hand for selling cream separators. Never before in the history of the dairy industry has the need for good separators been so general. Butter fat is so expensive that even a moderate daily loss will soon total a sum which will go a long way towards paying for a separator. It is generally understood that dairying cannot be carried on at a profit under existing conditions unless a cream separator is used. It is also true that "fairly good" separators have seen their best days.

The need at the present time is for the most modern and efficient separators available. When taking an agency for a separator it is to the dealer's interests to make certain that the machine is a close skimmer. The price isn't everything. Most dairymen would rather buy a good machine and pay a high price for it than run the risk of wasting butter fat by using a cheap, inefficient separator.

Was there ever a time when a good separator could so quickly pay its cost back to the user?

Was there ever a time when it was so necessary for us to locate the cream wasting separator and replace it with a good separator? Now is the time for the dealer to build the largest foundation for future business that he has ever had. Now is the time for him to show that he is going to do his best. A long list of prospects from him to the separator manufacturer will insure a heavy bar-

rage of convincing facts carried to each of his prospects and will help hold them while he digs in or goes over the quota to meet them. There never was a time when the dealer could do as much for himself and his prospects as now.

Don't overbuy in order to get quantity discount.

Canada's Wheat Place

In average yield in bushels per acre of wheat in the great wheat growing countries of the world, Canada is fourth among eleven countries. The United Kingdom is first with 31.9 bushels. Germany next with 31.8 bushels, Austria third with 20.2 bushels and Canada fourth with 20.0 bushels per acre.

DE LAVAL

Economy

The truly economical cream separator is one which most efficiently skims the greatest amount of milk for the longest period of time.

With ordinary care, a DE LAVAL Cream Separator lasts a lifetime, because its superior bowl construction permits of the bowl being made smaller in size and run at lower speed and with less exertion.

This durability, coupled with its unequalled clean skimming and honest capacity rating, makes the DE LAVAL the most economical separator in the long run.

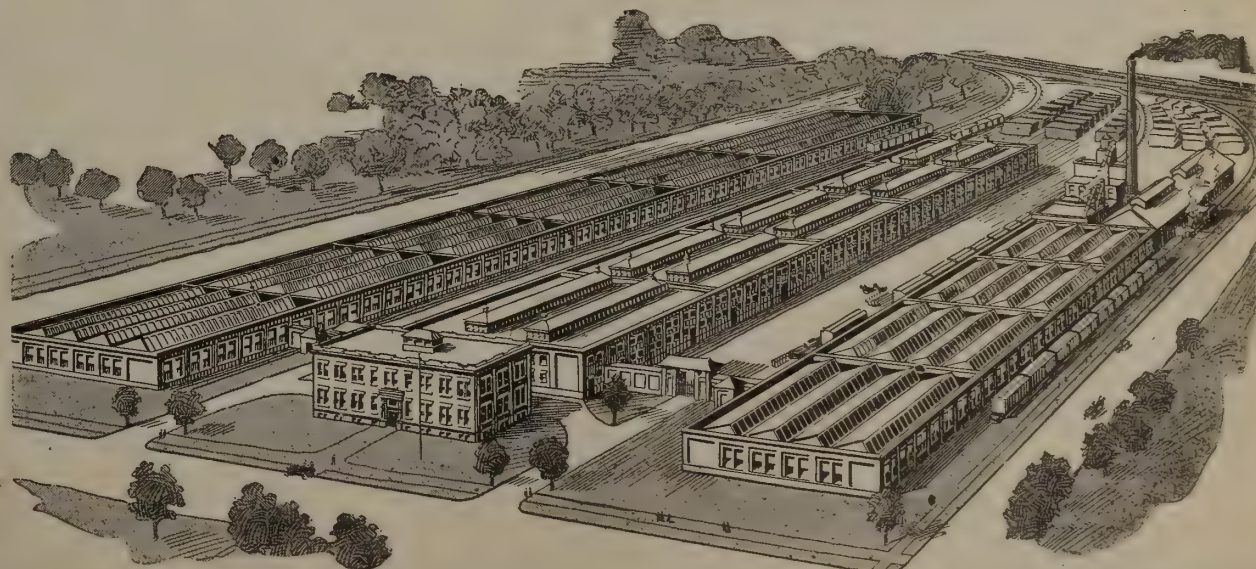
The DE LAVAL Agency Contract means economy of the agent's time and effort, because the DE LAVAL is easier to sell and get settlement for than any other separator.

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.



THE DE LAVAL COMPANY, LIMITED
MONTREAL PETERBORO WINNIPEG VANCOUVER

50,000 Branches and Local Agencies the World Over



With the Manufacturers

George Mueller has been appointed manager of service at the home office of the J. I. Case Plow Works Co.

The Ford Motor Co. has purchased the plant of the Dominion Stamping Co. at Walkerville, Ontario.

The Cleveland Tractor Co., of Cleveland, Ohio, announce the appointment of Earl B. Stone as assistant advertising manager.

The Janesville Machine Co., Janesville, Wis., is no longer known by that name. The business is now a part of the Samson Tractor Co.

Work is just starting at Brantford, Ont., on a new factory to cost \$135,000 for the Robbins & Myers Motor Co., who manufacture small motors.

The Beeman Tractor Co., Minneapolis, have purchased a plant at Columbia Heights, and will use it for making attachments and hitches for their tractor.

The New Idea Spreader Co., of Coldwater, Ohio, has opened a branch house at 212-214 Marsh-

Place building, Waterloo, Iowa, with F. W. Gregory as manager.

Three extensions and two smaller buildings are at present in course of erection at the New Toronto plant of the Goodyear Tire & Rubber Co. of Canada, Ltd.

The International Harvester Co. is constructing a new building in Cheyenne, Wyo. The building will be 132 x 132 feet, containing 50,000 square feet of floor space.

The tractor plant of the Moline Plow Co., Moline, Ill., which was partially destroyed by fire in August, reopened Dec. 1st. Cost of replacing the building will amount to about \$75,000.

Next year the twenty-seventh annual convention of the National Implement and Vehicle Association will be held in Atlantic City. The dates determined upon are Oct. 13, 14 and 15, 1920.

Articles of incorporation of the Hudson Mfg. Co., of Janesville, Wis., a \$200,000 firm organized for the manufacture of hay tools,

machinery, barn equipment and supplies, were filed recently.

The Gray Tractor Co., Minneapolis, recently received an order for 125 tractors to be shipped abroad. Sixty-five will go to France, twenty to Algiers, twenty to England and the remainder to Roumania.

Resigning recently as vice-president of Deere & Co., Moline, Ill., George W. Mixer has been elected vice-president and director of George W. Goethals & Co., Inc., consulting engineers of New York City.

The Gray Tractor Foundry Co., of Minneapolis, has been incorporated with a capital stock of \$50,000. The incorporators are D. A. Potter and C. W. Potter, of St. Paul and J. W. Gray of Minneapolis.

The Empire Cream Separator Co., Bloomfield, N.J., has just opened a branch in Minneapolis, at 426 North Washington Ave., in charge of R. G. Williams, formerly representing the company at Billings, Mont.

The Advance-Rumely Thresher Co. is preparing to erect a two-storey warehouse, 100 x 200, to cost \$50,000, for the use of its branch house in Dallas, Tex. The structure will be of concrete, brick and iron.

The Empire Cream Separator Co., Bloomfield, N.J., announces that its general offices, including executive, sales, advertising and other departments, will be moved to New York, where they have located at 150 Nassau St.

The Dowsley Spring & Axle Co., Ltd., Chatham, Ont., are now occupying their new plant, which replaces their spring factory burned last September. The new plant is 339 x 75. The company will discontinue making axles.

The Northwest Tractor Trade Association, Minneapolis, has voted to hold its annual tractor show Jan. 31 to Feb. 7, in conjunction with the annual automobile show. There will be some 350,000 feet of floor space devoted to tractors.

The Splitdorf Electrical Co., Newark, N.J., has moved the machine tool equipment, tools, dies, fixtures and all stocks of raw and finished material from the Sumter, S. C., plant to the large and modern factory at Newark, N.J.

Stockholders of the Studebaker corporation met Nov. 24th, at Jersey City, N.J., on the proposition to authorize an increase of stock from \$45,000,000 to \$90,000,000. Of this \$15,000,000 will be 7 per cent cumulative pre-

ferred and \$75,000,000 common stock.

It is reported that the General Motors Truck Co., now located at Pontiac, Mich., will move to Detroit as soon as a new plant to be erected in that city is completed. The plant will be 360 x 1,800, two storeys. It is reported that construction work will be started soon.

With the passing of by-laws by the Township of Barton, granting fixed assessment, etc., the Firestone Tire & Rubber Co. of Akron, Ohio, are proceeding with their plans to locate a branch plant on the bay shore just east of Hamilton. The factory will employ 1,500 men.

In close proximity to the new buildings of General Motors of Canada, Ltd., in Oshawa, there is being erected a large spring factory by the Ontario Steel Products Company, Limited, of Gananoque. This plant will have an initial capacity of 4,000 tons of springs per annum.

General Motors of Canada, Oshawa, will shortly complete the Oldsmobile assembling plant, where the Oldsmobile car will be put together. Hitherto this car has not been made in Canada. This building is 302 x 80 feet, three storeys and basement, reinforced concrete and will have a capacity of 5,000 cars annually.

With the completion of the two plants being erected and equipped at Walkerville by Canadian Products, Ltd., subsidiary of General Motors of Canada, Ltd., there will be manufactured in Canada two component parts of automobiles not hitherto made to any extent in this country, viz., motors and transmissions. Both factories are now under erection.

U. S. Census Includes Equipment

The 1920 census in the United States, under the head of "Farm Facilities," will contain a questionnaire for farmers that should be of immense value. The six following items appear in the lists:

- Number of tractors.....?
- Number of automobiles....?
- Number of motor trucks...?
- Have you telephone.....?
- Is water piped into operator's house.....?
- Has operator's house gas or electric light.....?

These questions are of great value and, we believe, could be applied with wisdom to the next census held in the Dominion.

Visit other implement stores for ideas.

Pulls
four
Plows
three
miles
per
hour



Will
lead
in
Tractor
sales
for
1920

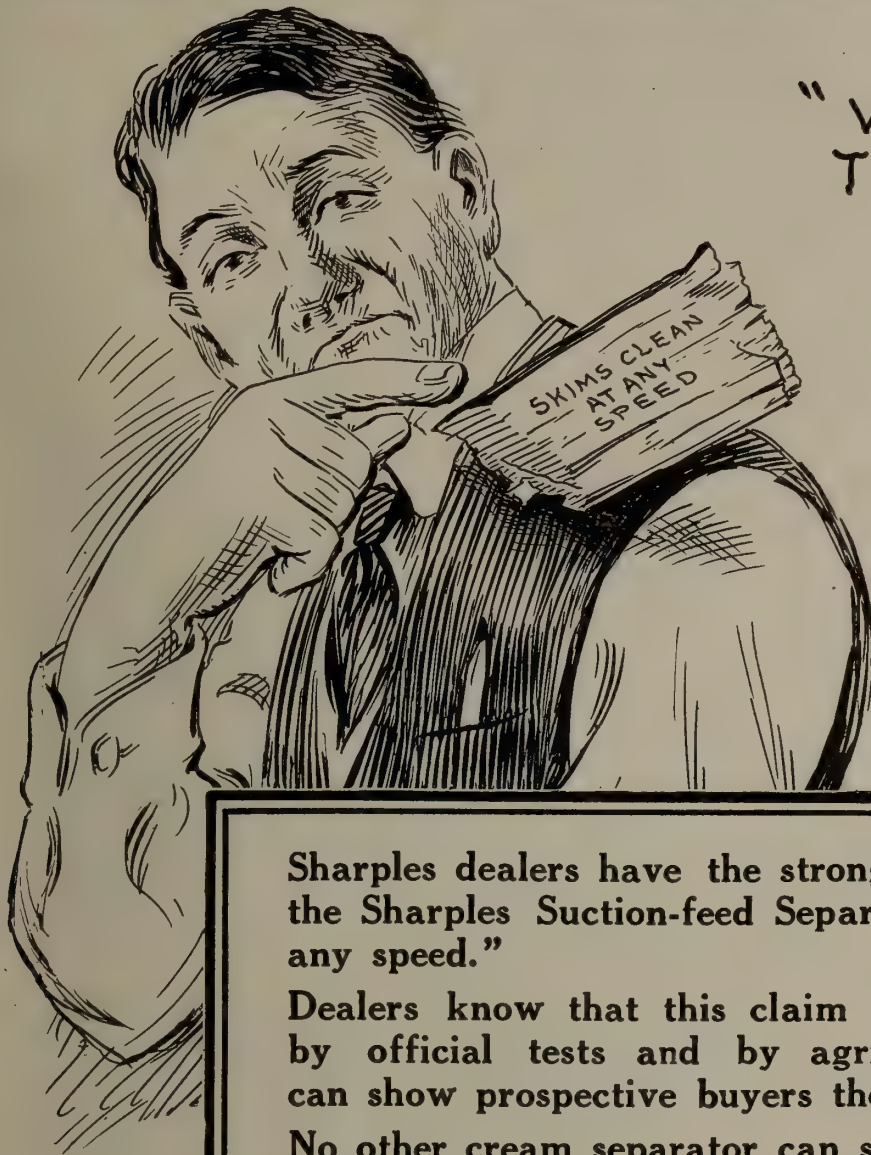
"STINSON" TRACTORS have been proven under all conditions in Western Canada to be the real four-plow tractor. Other tractors of similar ratings have fallen down pulling three plows where the STINSON handled 3000 lbs. draw-bar pull at 3 miles per hour.

There are dozens of reasons for STINSON superiority, and these, coupled with a liberal contract, are an assurance of dealer success. Get our proposition now.

Tractioneers
LIMITED.

11 Notre Dame E. (corner Tache) St. Boniface, Man.
Distributors and Service Station for Manitoba

Saskatchewan Grain Growers' Association Regina, Sask.
Distributors and Service Station for Saskatchewan



"WE DARE 'EM
TO KNOCK IT OFF!"

Sharples dealers have the strongest possible selling argument for the Sharples Suction-feed Separator in saying: "It skims clean at any speed."

Dealers know that this claim has been proved time and again by official tests and by agricultural college officials. They can show prospective buyers the actual reports of these tests.

No other cream separator can skim clean at any speed. No other separator dealers dare to claim it. That is the reason for the *success of dealers who handle the*

SHARPLES

SUCTION-FEED
CREAM SEPARATOR

"skims clean at any speed."

Sharples dealers have the *only* suction-feed cream separator, made by the pioneer North American and the world's largest Separator manufacturer. No other separator can adopt the suction-feed principle. No other separator, therefore, has the big Sharples selling feature, the most important that any cream separator can have--"skims clean at any speed."

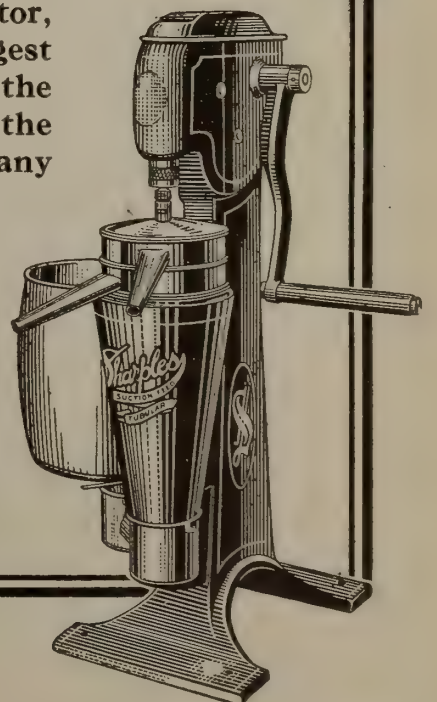
We will be glad to give any dealer information concerning his territory and the Sharples contract.

THE SHARPLES SEPARATOR CO.
TORONTO, ONT. REGINA, SASK.

The Lounsbury Co., Newcastle, N.B.

J. Clark & Son, Fredericton, N.B.

Distributors through all their branches.



*There are no substitutes
for Dairy Foods*

Eagle Mfg. Co. Appoint Distributors

W. H. Williams, sales manager of the Eagle Mfg. Co., Appleton, Wis., recently visited Winnipeg, proceeding west to Saskatoon. In that city he concluded arrangements with Jackson Machines, Ltd., whereby the Saskatoon concern will distribute the Eagle 12-22 and 16-30 tractors in the province of Saskatchewan. Distributors in Manitoba and Alberta will be appointed in the near future. In describing the construction of the Eagle tractors, Mr. Williams said:

"Eagle tractors have far less parts than most other tractors. They are free from fine coiled springs which gum up and stick. They are free from delicate mechanism needing fine, hairspring adjustment.

"An old Seth Thomas clock is a familiar example of a timepiece

simply and ruggedly constructed. It kept good time and lasted a lifetime and was practically free from disorders. Eagle tractors are designed and built on the simple rugged lines of the old Seth Thomas clock. Most other tractors are built more like a watch. The tractor with fewest parts is the easiest to operate, is more reliable and costs less for repairs."

Mr. Williams also announced that distribution of the Eagle line of tractors, has been taken on for the state of Minnesota by the Dallman & Cooper Supply Co., Minneapolis.

Quebec Also in the Tractor Business

Bad examples spread. Following the example of Ontario and some of the western provinces, the department of agriculture of the Province of Quebec, has just

closed an agreement with an American manufacturing corporation for a number of tractors to be sold to the farmers of Quebec at cost price, to encourage them in the use of tractors. Why can't companies and dealers do this?

In addition to the tractors, it is said that the government may also supply oil for their use, so as to reduce to a minimum the cost of this innovation. A number of experts will be engaged to give the farmers advice as to the care and use of their tractors, while schools of instruction for imparting similar information will be conducted throughout the province.

Canadian Avery to Hold Schools

I. J. Haug, president of the Canadian Avery Co., in a recent statement to Canadian Farm Implements, said: "We are going to hold a service school in Winnipeg on February 3, 4, 5 and 6, and at Regina on Feb. 10, 11, 12 and 13. We, of course, are going to hold several schools through the west, but the dates have not been fixed for the others. These schools will, as in the past, be of great interest to the Avery dealers and customers."

In preparation for their winter service schools, service men of the Avery branch houses and distributors held a convention and school at Peoria. The school consisted of a one-week's course

under Prof. Van Volkenberg, chief service engineer, and embraced thorough instruction in the full Avery line. The company will hold 500 or 600 schools during 1920 in Canada and the U. S.

Biggert With Emerson-Brantingham

H. H. Biggert, for many years superintendent of the International Harvester Co. plant at



H. H. BIGGERT, now with Emerson-Brantingham Co., of Rockford, Ill.

Hamilton, Ont., is now associated with the Emerson-Brantingham Co., Rockford, Ill. Mr. Biggert's experience in the manufacture and development of agricultural implements will make him a valuable addition to the E-B force.

Officers Moline Plow Co.

As was announced in our last issue, George N. Pelk has been elected president and general manager of the Moline Plow Co., Moline, Ill. The annual election, held last month, shows the following executives: Chairman of the board, John N. Willys; president and general manager, Geo. N. Peek; vice-presidents, H. S. Lord, J. L. Irving, R. W. Lea, O. H. Seiffert; secretary, L. C. Blanding; assistant secretary, T. J. Marshall; treasurer, H. S. Lord.

Land Measures for Drills

Every dealer is too well acquainted with the grain drill to need further description of that machine here. But there is an attachment which not everyone has seen. This is a land measure, resembling a cyclometer, which records the acreage planted, and by using a gauge attached to the machine, one can regulate it to exactly plant the number of seed to get the best stand of grain. It is now in general use.



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.



She starts off in October and rings till March

THE Clock of Sales in Milkers gives you the "wake-up call" in October. She quits in March. The best months are right ahead of us.

Hinman Milkers are going to enable some dealers to make "a killing" this season.

This is a proposition after your own heart—simple, reliable, first-class in construction and in performance, backed by a real organization, and selling for about half the cost of others.

Get YOUR share of big business . . .

Wire, phone or write—but do it quickly

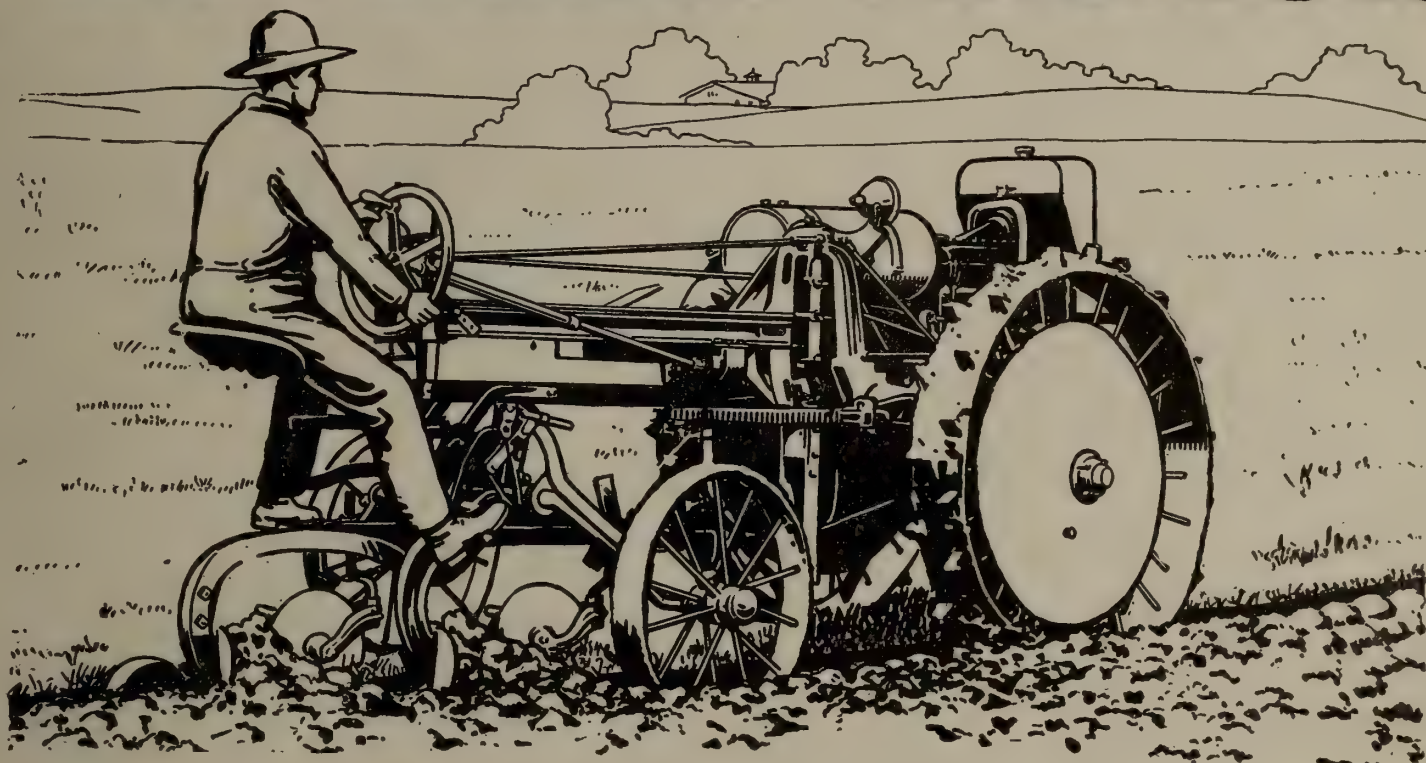
HINMAN

CANADA'S
STANDARD MILKER

H.F. BAILEY & SON, MFRS., GALT, ONT.

MOLINE

UNIVERSAL TRACTOR



SELL a tractor that is built upon bed-rock principles of economy—the Moline-Universal Tractor. That is the kind of a tractor that farmers want to buy.

One man operates both the Moline-Universal Tractor, and its implement, from the seat of the implement. It does all field work that horses do, including cultivation of row crops, most completely displacing horses the year around. No tractor can compare with the Moline-Universal in saving man and horse keep—in other words, in economy.

While light in weight for light work, 98% of its weight is available for traction, and it is capable of

performing heavy work as well as tractors that weigh considerably more. Its speed of $3\frac{1}{2}$ miles per hour and its ease of handling, make it equal in plowing capacity to the average 3-plow tractor, and is an additional advantage in the quick performance of the lighter work.

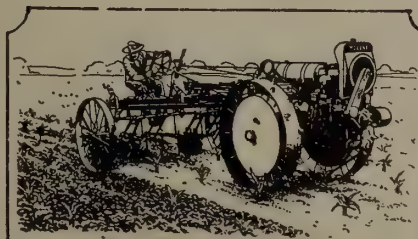
At the belt it has plenty of power to operate a 16-inch ensilage cutter or a 24-inch separator.

With it one man farms more land with less horse and man help and makes more money. The Moline-Universal Tractor sells on the basis of economy, not during certain seasons, but the whole year around. What greater selling argument can you ask? Write us to-day for territory.

Canadian Distributors:

WILLY'S—OVERLAND LTD., Toronto, Ont.

Manufactured by MOLINE PLOW CO., Moline, Ill.



CULTIVATING



HARVESTING



THRESHING

W. S. Wisner Dead

Wareham S. Wisner, Brantford, Ont., one of the leading members of the Massey-Harris Co., Toronto, was struck by a street car in that city, Nov. 17th, sustaining fatal injuries. He died in the General Hospital, Toronto.

The late Mr. Wisner was in his 81st year and was quite deaf, which resulted in the fatal accident. His son, C. L. Wisner, is second vice-president of the Massey-Harris organization. The late gentleman was born in the United States, coming to Canada some 50 years ago. He founded the firm of J. O. Wisner, in Brantford, Ont., where the company manufactured farm implements. This firm was later absorbed by the Massey-Harris Co.,

in which Mr. Wisner held an important advisory executive position. His passing is mourned by the entire Massey-Harris organization.

Annual S. A. E. Meeting

The annual meeting of the Society of Automotive Engineers, to be held in New York, Jan. 6-8, 1920, Tuesday, Wednesday and Thursday, of passenger car show week, promises to be the best meeting in the history of the society.

Canada's Machinery Imports

For the six months of this year ending in September, 1919, Canada imported agricultural implements to the value of \$3,743,001. Of this total machinery to the value of \$25,517 came from Great Britain, \$3,716,698 from the United States and \$786 from other

countries. Following are the main lines of machines imported, with the quantity for the six-month period in each case.

Cream separators, 8,141; plows and parts to value of \$826,844; rollers, 101; fanning mills, 261; threshing machines, 807; wind stackers, weighers, baggers, value \$308,528; feed cutters, 429; crushers, 10; hay presses, 135; manure spreaders, 29; post hole diggers, 1,327; binders, 1,503; hay loaders, 14; tedders, 97; mowers, 731; potato diggers, 517; hay rakes, 666; hand rakes, 4920; reapers, 89; parts of cultivators, value \$32,949; seed drills, 1,090; harrows to value of \$124,140; plow shares, weight 13,334 cwt., value \$105,839.

Gasoline engines from U.S. and Great Britain, 14,813; value \$1,538,674. Steam engines, 130, value \$168,191. Repairs for tractors, value \$759,572. Tractors (dutyable), 269; value, \$804,046. Tractors (duty free), 3,536; value \$3,254,372. Total tractors, 3805, with value of \$4,058,418. Pumps, 13,207; value, \$113,927. Windmills (value) \$38,406.

Dealers in Montana Must Show Cost Prices

Beginning Dec. 1st, all implements and farm machinery, in fact, all goods, ware and merchandise offered for sale in Montana, will have to carry in plain figures the "cost" as well as the selling price. This procedure follows an order by the Montana Trade Commission, and is intended to act both as a reducer of high merchandise prices and to eliminate and prevent profiteering. Further, all firms must procure a permit or license to do business.

So the implement dealers in Montana will have a merry time tagging their machines on display. It will be some job when they get to their repair stocks.

Reports from Montana are that business men and trade organizations of the state plan steps to test in the courts the constitutionality of the cost price order.

Heavy Engine Business

The coal strike in the United States had a marked effect in increasing the sale of the large types of stationary engines carried by dealers. Municipalities could not get coal to operate their electric light plants. As a result they bought 10 and 12 h.p. engines to operate the generators. The steam engines that have been operating them will be displaced. This is also true of some steam power plants in grain elevators in the smaller towns. The

coal crisis helped put old steam equipment in the scrap heap while the plants are being equipped with gas engines.

Sisal Monopoly at an End

The governor of Yucatan has issued a decree ordering the immediate liquidation of the organization known as the Comision Reguladora del Mercado de Henequen, which was established January, 1912, with the avowed purpose of protecting the interests of the producers of sisal fibre by the maintenance of an equilibrium between supply and demand. The result of this organization was a phenomenal advance in the cost of fibre and a resulting rise of twine prices to a cost of over 24 cents. The producers of sisal have agreed to form a co-operative association of limited liability to take over the assets and liabilities of the defunct organization.

A supplemental decree was also issued by the legislature of Yucatan, authorizing the governor to dissolve the Comision Reguladora and to order the immediate transfer of all its holdings to the new co-operative association of producers, which thus became responsible for the assets and liabilities of the former organization.

The Comision Reguladora has therefore ceased to exist, and the liquidation of its affairs is to be undertaken by the new association.

Aspinwall Elect Officers

The annual meeting of the stockholders of the Aspinwall Mfg. Co., was held at the company's offices, Jackson, Michigan, on Nov. 15th. The reports, as given, of the past season's business showed the company in a prosperous condition, and indications for the future were never brighter, the number of sales booked to date exceeding any previous record in the history of the company. At the meeting of the board of directors, which followed that of the stockholders, the following officers were elected: President, L. A. Aspinwall; vice-president and general manager, C. G. Rowley; treasurer, G. N. Whitney; secretary, E. R. Doolittle.

Don't be grouchy with people who come into your warehouse even though you may think they have something to sell. Be big enough to hear their story and to say no, if it does not appeal to you.



LONDON CONCRETE MIXER, No. 4

equipped with "NOVO" DUST PROOF GASOLINE ENGINE. Capacity 40 cu. yds. per day. This machine is especially suitable for small jobs. It is built to last a lifetime. Saves the price of itself in thirty days' use. Write for catalogue No. 1-K.

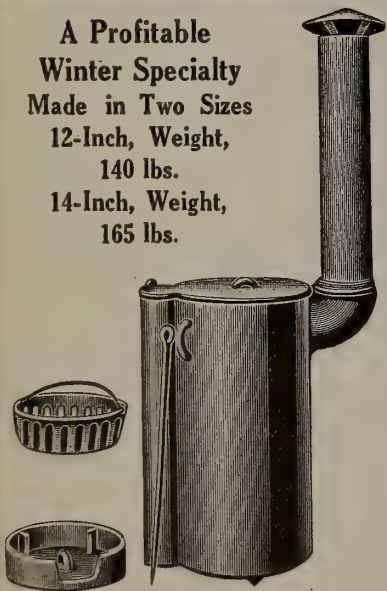
LONDON CONCRETE MACHINERY CO. Ltd.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery

FOR SALE at a BARGAIN

One 12-25 H.P. Avery Tractor. Never used. Brand new. Part terms arranged. Address—

Box 72, ST. BONIFACE, MAN.

A Profitable
Winter Specialty
Made in Two Sizes
12-Inch, Weight,
140 lbs.
14-Inch, Weight,
165 lbs.



Cushman Tank Heaters

Cast iron, one-piece body. Cast iron fuel basket and ash pan — removable, as shown. Draught easily regulated. Use anything that will burn. Large, submerged surface gives quick heating, 5-inch smokestack, 23 inches high, has ventilator cap and spark arrester. Suit wood, steel or concrete tanks of any size.

CUSHMAN GRINDERS

Four Sizes. Flat Plates
6, 8, 10 and 13-Inch

Do more and better work with less power. Very easily driven. Perfect adjustment for fineness of work. Rigid, vibrationless design. Large capacity hopper. Heavy drive shaft. Ask for particulars and prices.

Get a Sample on your Floor



Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.



ASPINWALL

POTATO MACHINERY

CUTTERS
PLANTERS
SPRAYERS
DIGGERS
SORTERS

**The Line That Leads
ENJOYS AN ESTABLISHED REPUTATION**

BACKED BY THE ASPINWALL GUARANTEE
ASPINWALL MACHINES STAY SOLD

INSURE SATISFIED CUSTOMERS

MADE BY

WORLD'S OLDEST AND LARGEST
MAKERS OF POTATO MACHINERY

The ASPINWALL line offers you the opportunity of developing a PROFITABLE trade and places you in a position to **command** the potato machinery business in your territory

*The ASPINWALL line is worthy of
your serious consideration. Descriptive
literature furnished on request.*

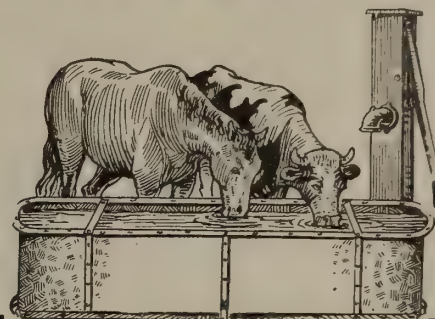
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ASPINWALL CANADIAN COMPANY, LTD.
GUELPH, CANADA



YOUR OPPORTUNITY FOR 1920

HANDLE THE COMPLETE
"EASTLAKE" LINE



**Profit Makers for Every
Month in the Year**

THE wise dealer appreciates that the present is no time for handling unproven lines with a restricted demand. That's why "Metallic" Products should appeal to you NOW. A complete line manufactured by a strong, aggressive, All-Canadian Organization. Known for quality and value from coast to coast, and that much easier to sell.

Look for our monthly announcements in "Canadian Farm Implements." You'll find lines for every season. Our Dealers have no "slack season."

THE "EASTLAKE" LINE

Comprises :

"Eastlake" Galvanized Shingles—fireproof, storm-proof and durable. "Empire" Corrugated Iron, Brick and Rock-Faced Siding. Eave-Trough and Conductor Pipe. "Eastlake" Hog Troughs, "Eastlake" Tank Heaters. A complete line of Stock Tanks, House Tanks, Cisterns, Gasoline and Coal Oil Tanks, Wagon Tanks, Snow Melters, Feed Cookers, Well Curbing, Corrugated Culverts, Garages. Also the "Eastlake" Immersion Grain Pickler and "Eastlake" Portable Granaries—the best granary sold.

Let our proven success be yours. We have the goods and immense manufacturing and distributing facilities. Our service is what the dealer appreciates. There's a demand in your territory every day in the year for our lines. Ask for full particulars, prices and illustrated literature.

Now's The Time To Get
The "Eastlake" Agency

The Metallic Roofing Co.,
Limited
Manufacturers

797 NOTRE DAME AVE.

WINNIPEG Man.

Binder Twine Can Be Made From Western Flax

Flax specialists at Ottawa have been making rigid tests of a new process of making binder twine from flax straw. In their opinion, binder twine and coarse cordages can be manufactured from the fibre of flax grown for linseed purposes only and can be marketed with profit to both consumer and manufacturer. The utilization of this process would mean a vast saving of money for Western Canada, where the annual twine bill is enormous, especially in past years.

The chief specialist at Ottawa, R. J. Hutchinson, reports that after treatment the flax straw fibre passed through the preparing, spinning and twisting machines with a facility equal to linen jute or hemp tow. It was found that the fibre taken from

flax threshed with a toothed cylinder would not give the desired results.

A special machine was produced and flax threshed in the factory. This machine has been adapted for out-door threshing. Separating the crude fibre from the flax gives the calculated amount of fibre per ton of straw.

Binder twine made last year was tested this year for tensile strength with good results, there being no deterioration in the fibre through keeping. The following goods are manufactured from flax fibre.

Yarns, up to 4,500 ft. to the pound, for making sacking, burlaps or heavy towelling. Commercial twines, both heavy and light, having a wholesale value from 50 to 83 cents a pound.

Binder twines of soft even surface, being three-ply spun, giv-

ing 750 and 900 feet to the pound, with a breaking strain of 50 and 60 pounds respectively, and not varying more than 2½ pounds either way.

Tests of this binder twine in the field gave 99 per cent of well bound sheaves, a better result than when sisal twine was used with the same binder.

The preparation of raw fibre is cheap and simple; the product is believed to be immune from the activities of gophers, mice or crickets. In 1917 Western Can-

Adding to Plant

The Holt Mfg. Co., Peoria, Ill., has bought the immense buildings erected by the government to increase its tank and military tractor output and will utilize these in increasing its production of agricultural and industrial tractors.

New Branch for Advance-Rumely

The Advance-Rumely Thresher Co., Inc., La Porte, Ind., announces the opening of an independent branch house at Pocatello, Idaho, in charge of A. Fiala, who has for the past year or more been travelling out of the Portland, Oregon branch, under whose jurisdiction the Pocatello territory has been.

E-B Open New Branch

On account of the large volume of business in the southeastern part of the United States, the Emerson-Brantingham Implement Co. announce the opening of a branch house at Nashville, Tenn. Harry Wilson has been appointed manager of this branch. He has been connected with the implement trade for a number of

"RAPID-EASY" GRINDERS

The Best for Your Trade

These Grinders have set and are constantly maintaining a distinctively high-quality mark.

STYLE 'D' CUSTOM MILLS

are particularly fine machines. Four sizes: 9¾ in. 10½ in. 11 in. 13 in. Several other styles and sizes to suit any power. Compared with other Grinders and tested for Operating Efficiency—number of days of active service,

The "RAPID-EASY" is AN EASY WINNER. Arrange now to sell the "Rapid-Easy" and Watch Your Business Grow

J. FLEURY'S SONS

AURORA, ONT., CANADA

Western Agents: JOHN DEERE PLOW CO., LIMITED

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

MOST WORK,
LEAST POWER,
BEST QUALITY



THE LATE FRANK B. MONTGOMERY Traffic Manager of the International Harvester Co., Chicago, who died Nov. 24th. By his death Industrial Transportation is deprived of a Leading Figure.

ada's flax acreage produced about 1,250,000 tons of straw. The tests show that at least 270 pounds of binder twine can be produced from one ton of straw. Saskatchewan (which uses twenty million pounds of twine annually) alone raises sufficient raw material to furnish binder twine to ten provinces having an equal twine demand.

Two balls of 3-ply twine made from Saskatchewan flax, 550 and 600 feet weight, were tested at Regina recently showing a breaking strain of 65 and 45 pounds respectively.

Criticize Sales Policy

At a recent meeting of manufacturers of and dealers in automobile tires, held in Toronto, several pertinent requests were made by the dealers. The manufacturers were asked to eliminate all five and ten-car contracts; to market their goods only through the legitimate dealers; to refrain from selling tires to commercial accounts, that is, to a drug merchant, who, because he handles rubber goods, might get tires for himself or a friend, or, to a shoe merchant, or any other similar commercial account where a lower price might be secured than that which the dealer gets.



C. W. GILSON

Appointed Manager of the Maytag Company's new branch at Calgary, Alberta.

years, working with his father in the state of Montana, and later as assistant division sales manager at the Rockford (Ill.) office.

The Oliver Catalog

The Oliver Chilled Plow Works, South Bend, Ind., have just issued a 232-page catalog describing the entire line of Oliver farm implements. The company now are represented in West Canada by the Canadian Oliver Chilled Plow Works, Regina.

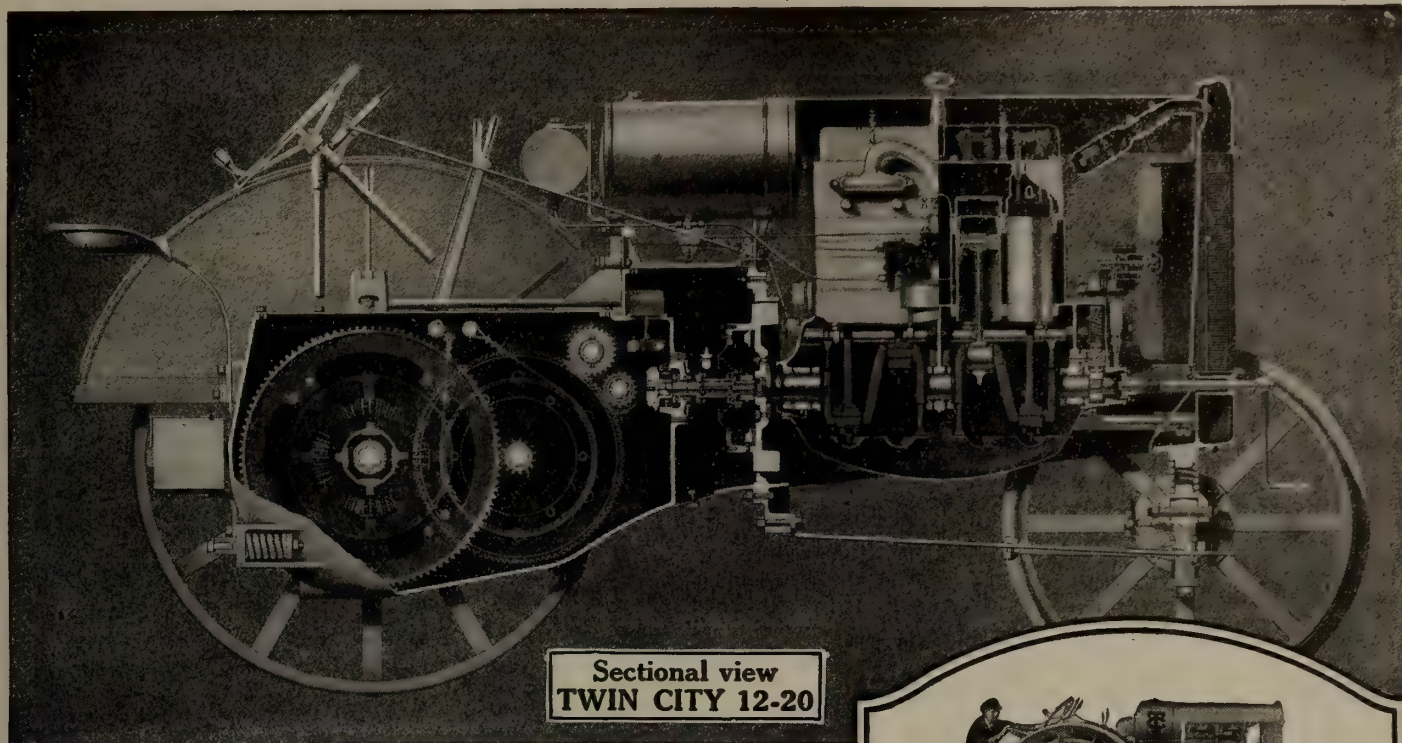
Bissell

Combination 4 Unit DISK HARROW

The Disk Harrow is an absolutely essential implement where a mellow, pulverized soil is needed and where increased production is desired. Short gangs on the Bissell 4 Unit Combination Harrows render them flexible so they conform to uneven surfaces, including tractor wheel depression, thoroughly cultivating centre ridges, leaving all ground pulverized, level and smooth. Can be separated quickly for use as single harrows for horses and light tractors. The Bissell is the ideal harrow. Adapted to all needs of successful ranchers.

Write for booklet and literature on Harrows.
Sold by John Deere Plow Company's Agents.

T. E. BISSELL CO. Limited, Elora, Ont.
Factories at Elora and Ingersoll, Ont.



Sectional view
TWIN CITY 12-20

The Inside Facts of the Twin City 12-20

—All Selling Advantages for You

EVERY refinement that makes for endurance, dependability and power is included in this tractor. Here are a few of the reasons for its unapproached quality:

A 16-valve four-cylinder engine, valve-in-head type, developed by our own engineers in our own great plant to provide power far above its rating.

It is designed, not adapted, for kerosene. Removable cylinder heads and sleeves; counterbalanced crankshaft.

Accessible, smooth-running, clean-burning, there is nothing like it in the tractor field today.

Transmission completely enclosed, running in an oil bath. One-piece rigid frame. Steel cut gear teeth. Direct drive on both forward speeds. Semi-floating axle.

A sealed Pierce governor control, holding the engine to a steady speed of 1,000 r. p. m.; large Spirex radiator core with thermostatic control of water

cooling; Bosch high tension magneto with impulse starter; Borg & Beck clutch; Bennett air cleaner; TWIN CITY-Holley kerosene carburetion system. In short—

Built to Do the Work— Not to Meet a Price

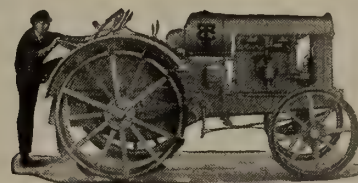
The TWIN CITY dealer, selling this tried and proven product, has the backing of an immense organization, the co-operation of a live sales force, a complete dealer service, and the support of an intensive advertising campaign.

TWIN CITY All-Steel Threshers are built for lifetime service. They are grain-savers and time-savers, designed from years of practical experience in the field.

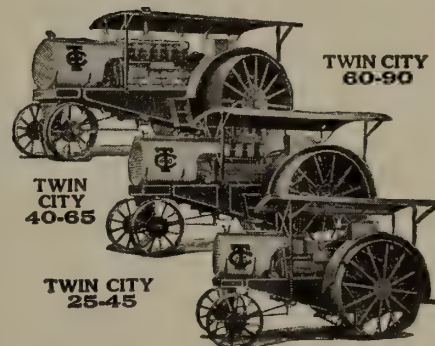
MINNEAPOLIS STEEL & MACHINERY COMPANY OF CANADA, LIMITED

Head Office - - - 923 Logan Avenue West, Winnipeg, Man.
Branches - - - Regina, Sask., Calgary, Alta.
Factories, Minneapolis, U.S.A. Export Office, 154 Nassau Street, New York, U.S.A.

TWIN CITY
Power Farming Equipment



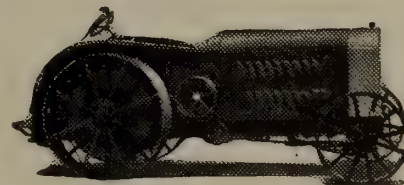
TWIN CITY 12-20



TWIN CITY
60-90

TWIN
CITY
40-65

TWIN CITY
25-45



TWIN CITY 16-30



TWIN CITY All-Steel Thresher

Items in Overhead Expense

It is generally accepted that the overhead expense of an implement dealer in Western Canada is 18 per cent, or 18 cents in every dollar's worth of machinery sold. In calculating overhead, the dealer should pay attention to the following items of expense:

(1) Selling expenses, including wages of sales force, advertising, wrapping and parcelling; (2) delivery expenses, including wages of delivery force, rent of stable, feed or gasoline and upkeep charges on horses or motor delivery; (3) buying expenses, salaries of buyers and incidental expenses of buying trips; (4) management expenses, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.; (5) fixed charges and upkeep expense,



Hart-Parr "30" Pulling Two Three-Plow Gang Plows.

including interest on borrowed money, interest on notes and accounts payable, interest on capital owned, rent of store, whether owned or leased, storage fees, fuel, light, power and necessary supplies thereto; taxes, insurance, repairs of store equipment, depre-

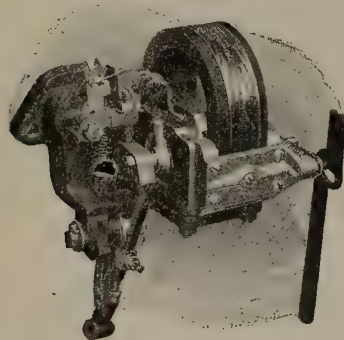
ciation of store equipment; (6) miscellaneous expenses, including telephone, telegraph, ice, water, donations, dues, trade associations and subscriptions, collection expense and all the items not provided for; (7) bad debts.

NOTICE: This is to advise that the original Winner Fanning Mill is now sold and manufactured only by the American Grain Separator Co., Ltd., Winnipeg, Manitoba, and all jobbers and retail implement dealers are hereby notified that they will be prosecuted if this Mill is offered for sale by them under this, or any other, name. Dealers desiring agencies on this Mill kindly get in touch with above firm.

Hart-Parr Selling to Australia

The Hart-Parr Co., Charles City, It., has just closed a contract with the Norman Machinery Co., Ltd., of Adelaide, Australia, for Hart-Parr 30 tractors, and the first shipment is to go forward immediately.

Mr. Norman and Mr. Waterhouse, directors of the Australian firm, were in Charles City for four days. These gentlemen wanted a tractor that would pull eight or ten 8-inch plows in their land and to demonstrate that the Hart-Parr 30 would pull an equivalent number of inches in plow bottoms, two gangs each with three 14-inch mouldboard plows were hitched behind the little tractor and the sod turned six inches deep.



This is the third in a series of instructive talks on stationary and portable engine troubles

Simple Tests for Ignition on Stationary Engines

3. Durability

Go to a farm where an engine equipped with the Webster Tri-Polar Oscillator* has been in use for years. (There are half a million Webster Oscillators in service to-day. Some of them will be in your locality.) Ask about the Webster. You will find that it is in perfect order.

Then go where an ordinary low-tension rotary magneto has been used for some years. A hundred to one you will run into a tale of trouble.

Durability is a question of wear. The genuine oscillator-design of the Webster insures sparks regular and of equal intensity. There is none of the wear due to intermittent ignition.

On the Webster you will find no brushes for harsh scrubbing against metal parts—no windings on the inductor—no rotating parts, long wires, switches—no wear. The tri-polar magnetic field means less motion for these fewer parts.

The springs on the Webster—unusually powerful—are stretched less—are of the finest tungsten steel—permanent. Igniter points are closed—no chance for carbon deposits. Less wear.

The very heart of the Webster—the main shaft and the mechanism directly working from it—moves only 60 degrees to every 720 degrees of that in the low-tension rotary magneto.

The Webster Tri-Polar Oscillator* is simply a unit which moves 15/16 less than a magneto, accomplishes a more perfect ignition, and has far less resistance in that movement.

That is why an overwhelming majority of engine manufacturers prefer it.

Webster Electric Co., Dept. C, Racine, Wis.



SEND FOR
THIS FREE
BOOK!

It will explain completely some new scientific developments in ignition for stationary and portable engines. Every dealer and farmer should have it. Send for it now!

WEBSTER TRI-POLAR OSCILLATOR

**If it isn't a Webster Tri-Polar, it isn't a real Oscillator*

A New Shock Loader

The National Shock Loader Co., Minneapolis, recently issued a folder on their motor-driven shock loader. It travels under the power developed by a tractor motor, which burns either gasoline or kerosene. The loader is constructed for the purpose of loading wagons in the field with sheaves and bundles in shocks or loose grain or hay lying in swaths. The pick-up device consists of four sets of forks mounted on a moving cylinder which picks up the bundles or loose grain with a movement similar to that of hand labor.

Windmill Trade

It will be found that farmers continue to regard the windmill as the most economical pumping equipment procurable. They prefer mills to any other form of power for operating pumps, because the modern mill is largely automatic in its operation. Equipped with a regulating device, it can be allowed to care for itself, and during normal weather will keep the tanks filled with water. Usually there is enough breeze to operate an easy running mill at least part of the time. The implement dealer who handles a good line of windmills and pumps has something which assists him in avoiding dull business. Keep after windmill and pump trade.



The Time is Ripe

UP until a few months ago conservative farmers were still looking upon tractors as a distant possibility, but now these same farmers speak of tractor ownership as an immediate certainty.

Even those men who are in closest touch with tractor development are amazed at the way in which farmer opinion has swung irresistibly tractorward.

Farmers have not only found that they need tractors, but there is a decided preference for the

Cletrac

TANK-TYPE TRACTOR

They want the Cletrac because it replaces horses on the farm not only for plowing but for every job the farmer has to do every day in the year. They know that it will give not only a complete hauling service but an economical and dependable stationary power service as well.

1920 Presents a Wonderful Opportunity for Cletrac Dealers

If you are going to sell tractors, get started now. Spring is only a few months away. The wise farmers will buy now and get acquainted with their Cletracs before the heavy spring work begins. Cletrac dealers are finding the winter a profitable time to line up and close their early spring prospects.

*Send for the dealer book "Sale Quality in Tractors," to-day.
It gives the whole story of this wonderful opportunity.*

The Cleveland Tractor Co.

OF CANADA LIMITED

65 Hydro Electric Building, Windsor, Ont.

Largest Producers of Crawler-Type Tractors in the World

The Cletrac runs on a pair of tracks like a locomotive

Change in Old-Established Canadian Company

The Tudhope-Anderson Co., with head office and factory at Orillia, Ont., and western head office at 166 Princess St., Winnipeg, are to greatly enlarge their manufacturing facilities so that they will be able to give better service than ever with their popular lines. Production in all lines will be increased, says George E. Wilson, who has been appointed managing director of the plant.

This well known Canadian line embodies the following lines: Power-lift tractor and gang plows, wagons, sleighs, cultivators, seed drills, drag harrows, manure and straw spreaders, wagon boxes, grain tanks and their popular line of stoves. In addition to these the western organization will distribute the following lines: Jumbo gasoline and kerosene engines, Jumbo feed grinders, J. Fleury & Son, feed grinders, the O.K. Canadian line

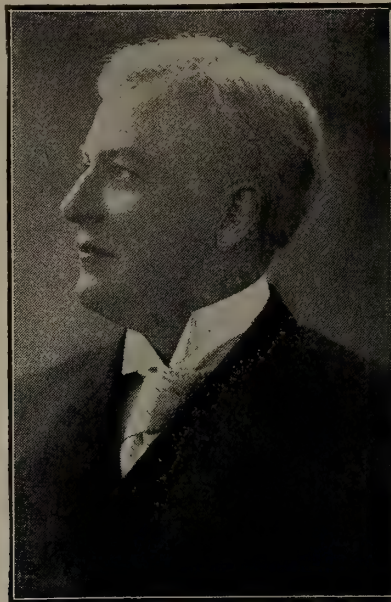
of potato machinery, etc. In an announcement to the trade, the company say: "Under the new management, they not only ask for the continued goodwill and business with their present customers, but invite the trade generally, to investigate their products before placing their orders for spring delivery. A cordial invitation is extended you to visit us."

Gifford Western Manager

E. J. Gifford, who is well known to the western Canadian trade, has been appointed western Canadian manager of the company. His wide experience in the implement business, and his marked executive ability, make him a distinct asset to the Tudhope-Anderson organization. He was born at Mansfield, Ohio, and was educated at Ada, Ohio, later graduating from the Baldwin University at Berea, O. For some years Mr. Gifford taught school, and also studied law. In

1886 he entered commercial life with the Bucyrus Steam Shovel Co., at Bucyrus, O., after which he spent some time in the hardware business.

We next find Mr. Gifford with the Arbuckle-Ryan Co. at Toledo, Ohio, a farm machinery concern with whom he filled the responsible position of credit and collection manager. In 1901 he



E. J. GIFFORD

joined the branch of the J. I. Case Threshing Machine Co. at Columbus, Ohio, in the following year, being transferred to the Fargo branch. In 1903 he came to Winnipeg as collection manager for the Case organization, which he served until 1907, when he was appointed western Canadian manager for the North-West Thresher Co. of Stillwater, Minn., with headquarters at Brandon. In 1911 this company was absorbed by the Rumely interests, Mr. Gifford coming to Winnipeg as sales manager of the Gas Traction Co. Leaving the farm machinery field for a time he entered the real estate business until 1915, when he took the position of manager for Manitoba for the Hart-Parr Co., Charles City, Ia. In 1916 he joined the Stewart Sheaf Loader Co., of Winnipeg, filling an important position with that concern until his recent appointment to the post of western Canadian manager of the Tudhope-Anderson Co.

The Western Canada Dairy Show

This annual show has been staged to take place in Winnipeg on February 16th, continuing till the 22nd. The auditorium of the Industrial Bureau has again been secured, and with several contemplated alterations giving increased space, the promoters look forward to having a more suc-

cessful show than any previous one. The benefits derived at such a gathering presided over by the best leaders in dairy thought and practice have a great influence in the development of the industry. A remarkable exhibit of dairy equipment and machinery was put on last year. The show space is being taken up with avidity by those who had space last year, and with many new exhibitors asking for space the committee feel success is assured for the 1920 event.

Housing for Farm Implements

An important item entering into the cost of farm machinery is its improper housing. Out of the \$1,875,000,000 worth of machinery on the farms of the United States, as an example, the annual depreciation is estimated at from 12 to 24 per cent, because the machinery is not sheltered. The average depreciation is from 3 to 12 per cent for housed machinery. This annual depreciation of unhoused machinery would be from \$225,000,000 to \$450,000,000 annually; whereas, in case of well housed farm machinery, from \$56,000,000 to \$225,000,000. A recent circular sent out by the Agricultural Engineering Dept. of the University of Wisconsin, states that a damage of a million dollars a year is done to farm machines which stand out of doors—in Wisconsin alone! It further states that a \$400 implement shed will pay interest at the rate of 22 per cent a year when housing \$1,000 worth of machinery. As a further example of the value of housing, a farmer bought a grain drill in 1913 at \$100 and did not place it in a shed. It was used to seed 75 acres. In the spring of 1917 the drill sold for \$26. With good housing it would easily have brought \$70, if not more.

McCullough Retires

E. W. McCullough, after nine years as secretary and general manager of the U. S. National Implement & Vehicle Association, has tendered his resignation to take effect Dec. 31st. Disagreement between the secretary and W. H. Stackhouse, executive chairman, is the cause. Mr. McCullough entered the Weber Wagon Works in 1882, and later served with the Newton Wagon Co., Batavia, Ill. In 1902, he became general manager of the old National Wagon Manufacturers' Association, and in 1910 became general manager of the N. I. & V. A.

FOX AUTOMATIC PICKLER

Same Construction and heavy high-grade material as in past. Built to last a lifetime.

CONSTRUCTION: 26 gauge galvanized iron with steel frame.

CAPACITY: 125 Bushels per hour.

EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

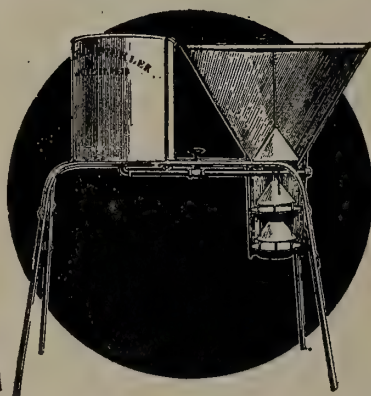
This pickler is not in the experimental stage, but has been on the market for years. Built for service and satisfaction.

AGENTS WANTED AT ALL POINTS IN THE THREE PROVINCES

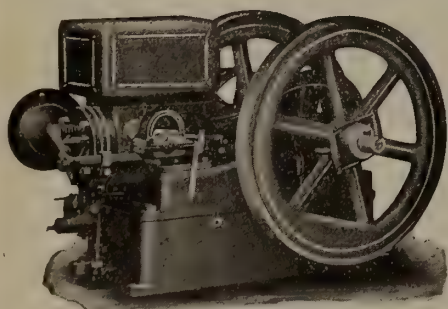
MANUFACTURED AND SOLD BY

CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.

Distributors for Manitoba: McDONALD & McKINNON, 156 Princess St., Winnipeg



For Bigger Profits in 1920



JUMBO
Kerosene-
Gasoline
ENGINES
3, 5 and 7 H. P.

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horse-powers.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG

REGINA

SASKATOON

CALGARY

Its Simplicity Sells The Farmer

When a farmer buys a Tractor he shuns complicated machinery—new fangled freaks. He sticks to Simplicity because he knows that in order to make his tractor "pay dividends" he must get a full day's work out of it at every time he needs it.

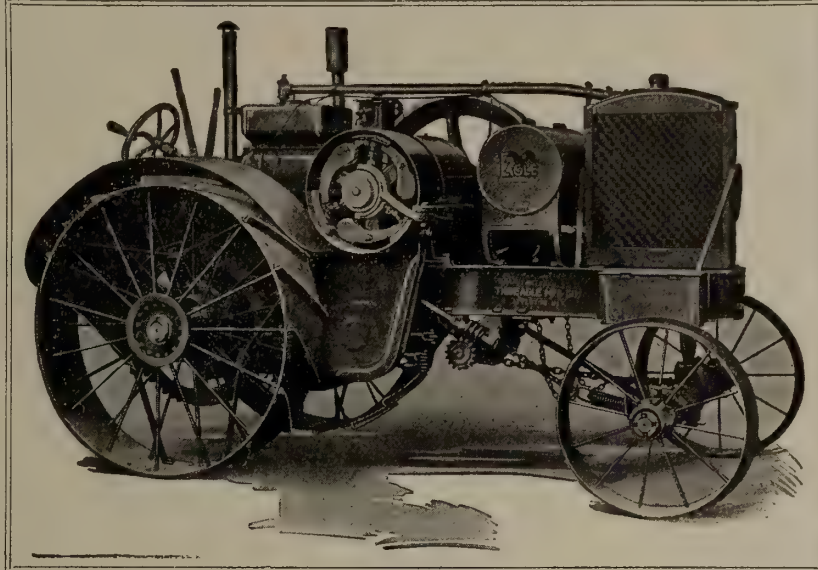
Simplicity is the keynote of the Eagle Twin-Cylinder, Kerosene Tractor—Simplicity of design and operation. Little to get out of order and that easily adjusted, because easy to get at—easy to correct.

These Features—Simply Great

Simple and Reliable

Look at the clutch—nothing could be simpler and more accessible than the powerful friction clutch. It is so made that any man can take it apart and put it together quickly. It, and the brake, are operated by a single lever within the driver's reach, giving a quick stop to pulley and belt when necessary.

Built in 3 and 4
Plow Sizes . . .



Satisfies The Buyer

Observe the large door on the crank case—opened in a moment and giving easy access to the connecting rod and crankshaft bearings.

The oiling system is the acme of simplicity and economy. It costs less to lubricate the Eagle Tractor than any other—one-third the cost of many tractors.

Write for Attractive . . .
Dealers' Proposition for 1920

The EAGLE 16-32—A Real 4-Plow Kerosene Tractor

Eagle Tractors are wonderful sellers and trade builders. Farmers everywhere are satisfied with them because they are Simple and Reliable.

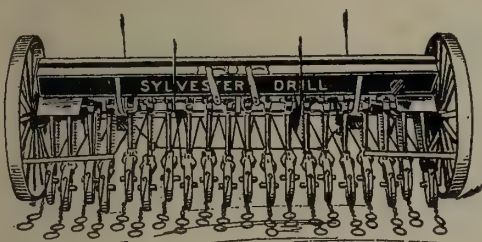
Another thing—Service is seldom needed on the Eagle because the farmer finds repairing so simple a job that he does it himself rather than delay.

EAGLE MANUFACTURING CO., 670 Winnebago Street, Appleton, Wisc.

JACKSON MACHINES LTD., SASKATOON, Distributors for Sask.

TUDHOPE ANDERSON

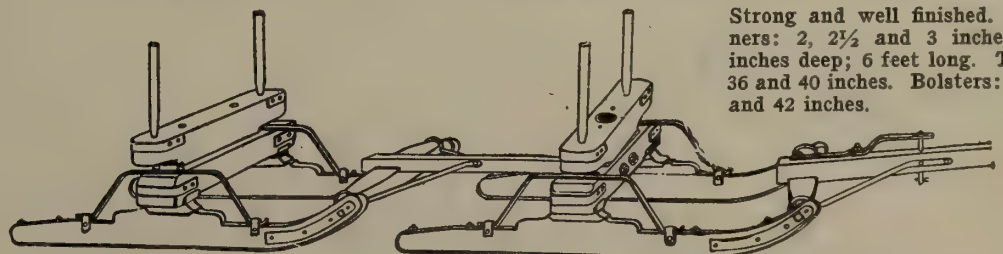
"SYLVESTER" DRILLS STAY SOLD



Rear View "Sylvester" 20 Double Disc Drill

"Sylvester" Drills, Double and Single Disc or Shoe, are different from any other drill. They deliver the grain in FRONT of the axle and on the downward turn of disc. Sizes: 14, 16, 18, 20 and 22 discs. 14 and 16 sizes are geared from one end; 18, 20 and 22 sizes from both ends. Equipped with grass seed box when ordered. Ask for special booklet and particulars. Handle "Sylvester" Drills next spring and get the business.

"EMPIRE" No. 2 Sleighs—Cast or Steel Shoes



Strong and well finished. Runners: 2, 2½ and 3 inches, 4½ inches deep; 6 feet long. Track: 36 and 40 inches. Bolsters: 38, 40 and 42 inches.

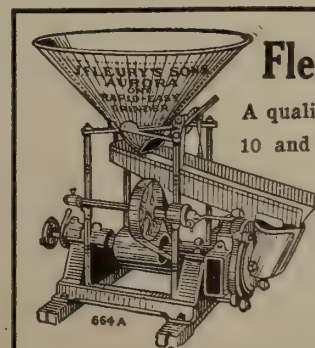
Get the Tudhope-Anderson
Agency for 1920

Don't delay. Write or wire

We Manufacture and Distribute the following Lines:

TUDHOPE-ANDERSON Power-Lift Tractor and Gang Plows, TUDHOPE-ANDERSON Wagons, Wagon Boxes, Trucks, Sleighs, Cultivators, Seed Drills, Drag Harrows, Manure and Straw Spreaders, Stoves and "Corona" Ranges.

WE ALSO DISTRIBUTE:—"Jumbo" Gasoline and Kerosene Engines, "Jumbo" Feed Grinders, J. Fleury's & Sons' Grinders, and the O.K. Canadian Line of Potato Machinery. We have on hand a stock of "Winner" Fanning Mills, manufactured by us. Capacities: 30 to 80 bus. per hour. Place your orders NOW.



Fleury Grinders

A quality line. Made in 6, 8, 10 and 12-inch sizes. Canada's leading grinders. Do perfect work. Low power requirements. Get a sample on your floor.

TUDHOPE-ANDERSON CO., LTD.

Winnipeg

Regina

Saskatoon

Calgary

Service in Relation to Repairs

By Frank M. White, Emerson-Brantingham Implement Co.

A meeting was held recently at Hagerstown, Md., when the Maryland Agricultural Society and implement dealers in that state held a conference. F. M. White, of the farm power bureau of the Emerson-Brantingham Implement Co., Rockford, Ill., gave a most interesting address on the selection and cost of farm machinery. In the course of his address, Mr. White said:

It would be a very difficult problem to correlate all of the economic factors which enter into the present prices of farm machinery; and neither is it my purpose to justify the advance in price of either what the farmer has to buy or what he has to sell.

Perhaps one of the most important factors affecting the cost of farm machinery is the question of repairs. The repair problem must be considered from the standpoint of the manufacturer, of the dealer, and of the farmer. One often hears the statement that the whole question of the cost of machinery can be laid to the manufacturer and the method of distribution; namely, the jobber and the dealer. A closer analysis, however, will disclose reasons why the farmer should take some of the responsibility for the price of farm implements. The present price may be somewhat out of line, due to existing and past conditions, but if it is, the price of other products is also high.

In the summer of 1917, manufacturing materials advanced rapidly in price, and were very scarce, due to demands of our

own governments and of those of our allies, for munitions of war. In spite of every warning from the manufacturer and from the dealer, through all the strenuous war times, more rush orders for machinery were received than ever before in the history of the implement industry. Between July 1st and 15th, one small county in Kansas put in rush orders for 65 binders. This county was no exception to the general rule in that state for 1917; and it is safe to assume that every one of the wheat growing states and provinces duplicated this condition.

Repair Service Essential

Probably the reason for the great increase in the orders for binders was due to the lack of the service on the part of the dealer. As a general rule, dealers do not carry enough repair stocks on hand to give good service, or even the amount of service which the user of the machine has a right to expect. This problem is more aggravating in the case of companies who do not have a well organized distributing system. Very often, too, the dealer who is in close touch with a branch will not take advantage of his opportunity, but rather depends upon the branch for his immediate demand for repairs.

Manufacturers have steadily recommended that the dealer carry enough extra parts on hand to keep machines going in the busy season. This recommendation, in some instances, is resented by the dealer, and particularly antagonizes him when the

manufacturer puts a clause in the contract requiring that he carry a certain amount of repair parts on hand for every machine sold in that territory. This opinion is gradually changing, however, and there is growing a closer relationship between the dealer, the manufacturer and the farmer which can only result in better understanding and in better co-operation between them. I think that it might be advisable to require by law that any dealer in farm machines must carry the common repair parts for each machine sold.

Think of the dissatisfaction which would arise among owners of automobiles if immediate service could not be given. Any dealer can well afford to carry anywhere from \$25 to \$100 worth of the repairs for grain binders which the manufacturer prepares and recommends to the dealers.

The farmer is the one who gets into trouble if the repair end of the business is not properly handled. He is entitled to make a kick if quick service is not given. Perhaps all three parties concerned are more or less to blame. Some dealers feel that the manufacturer should carry the burden of the expense of repairs, but that would not be just because repair parts are merchandise just as bolts are a part of the regular stock of any hardware store.

If I were a farmer, the first question I would ask when considering the purchase of a machine, would be: "Are repairs carried; if not, how soon can they be secured?" I have known farmers to select a certain machine because they felt that it was the best machine as regards repairs.

A farmer, on the other hand, has some responsibility, and the quickness with which he can get repairs depends largely upon himself. Picture a machine that has stood out of doors unused for a year, particularly a binder. A week before the cutting season opens the owner goes out to check over the binder and finds a number of parts missing which he must secure before the machine can be used for that season's work. He rushes into town, orders repairs by telegram and, perhaps, in transmitting the message, makes mistakes in the number of the parts. The delay may cost him more than the binder is worth. Often, if repairs are not secured, he will go to the expense of buying a new binder. It is doubtful if one machine in every ten or twelve is checked over immediately after the cutting season and a list made of the parts

needed to put it in running order for the following year's work. If this practice were followed and repairs ordered immediately, it would save much time as well as delay to the farmer, trouble to the dealer, and danger of rush orders and mistakes to the manufacturer.

Rush Orders Impair Service

The present state of transportation facilities and the shortage of steel forestalls the possibilities of supplying quick deliveries in any line of machinery. It was thought when the war ended that the then crowded condition of our transportation facilities soon would be overcome. However, such has not been the case. But few farmers anticipate their demands and because some dealers are so conservative, rush orders must be taken care of. This formerly applied to repairs, but now this spring will apply to machinery as well unless the dealers begin to realize that a shortage of farm machinery actually exists.

Another item affecting seriously the cost of all products is the practice of doing business on time. There is no economic reason why the farmer should not pay cash for an implement the same as he does for groceries, clothes, or any other item of merchandise. He will buy an automobile for cash and is accustomed to paying cash or giving a short time note for tractors. There are some non-collectible bills on farm machinery which naturally the manufacturer must provide against and, as a result, he acts somewhat as a trust company. The implement manufacturers consequently are forced to carry a reserve of several million dollars to take care of credit business and losses.

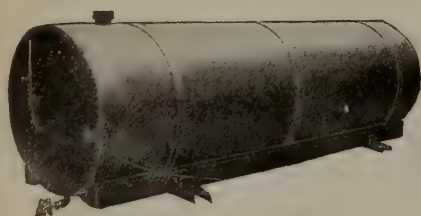
The value of the farm machinery industry in the U. S., according to the 1910 census was slightly over \$765,000,000. In June, 1919, it was \$1,875,000,000. It does not require a great stretch of the imagination to see the effect of doing even a small percentage of time-business on this total amount of money spent for agricultural implements.

Lack of Standardization Increases Cost

The lack of standardization is another factor which has played a large part in fixing the cost of the finished product. During the war, a start was made toward standardizing agricultural implements. There is no reason that I can see why it is necessary to have a drill, for example, in one way in order to meet conditions in the northwest of Canada and a

(Continued on Page 30)

ORDER NOW FOR SPRING SERVICE



MAX

Oil Wagon Tanks

Are in demand because they have proved their value in actual Western Canadian Service.

The difficulty of obtaining raw material will limit the number available for spring delivery. Orders will be entered for filling according to the date of purchase.

Write for our special proposition on orders for immediate and mid-winter shipment. It will help you to close orders.

Winnipeg Ceiling and Roofing Co. Limited

WINNIPEG

REGINA

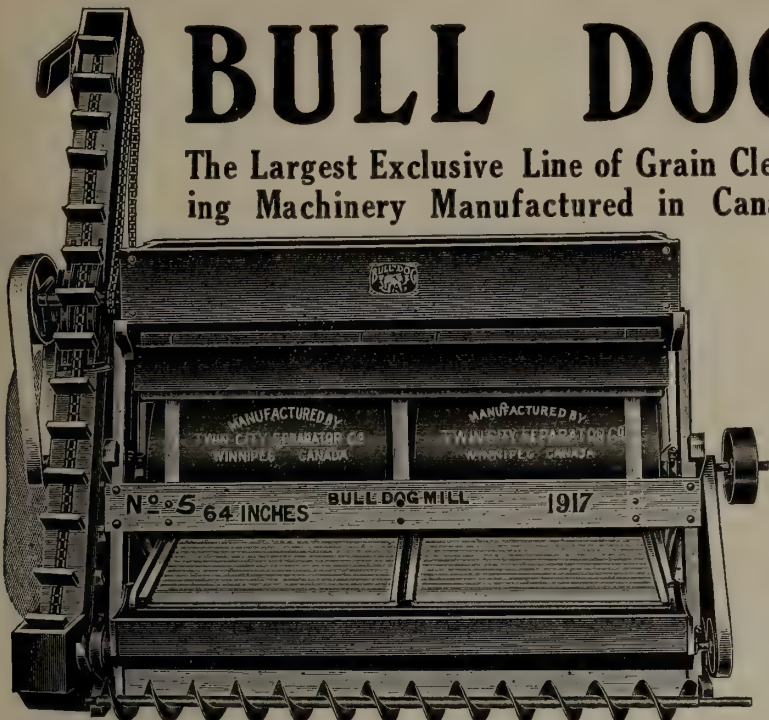
CALGARY

EDMONTON

BULL DOG Fanning Mills

The Largest Exclusive Line of Grain Cleaning Machinery Manufactured in Canada

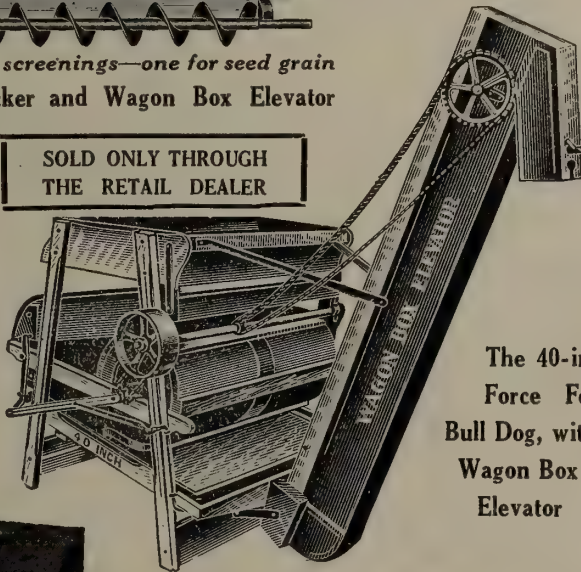
Here we show Nine of our Eleven Sizes of BULL DOG MILLS



Note double auger conveyor; one for screenings—one for seed grain
64-inch Bull Dog with Screenings Sacker and Wagon Box Elevator

The 64-inch Bull Dog Mill is equipped with a double auger conveyor, heavy habbitted boxes and double eccentrics. Very strong construction. Better built than any mill ever put on the market.

SOLD ONLY THROUGH
THE RETAIL DEALER

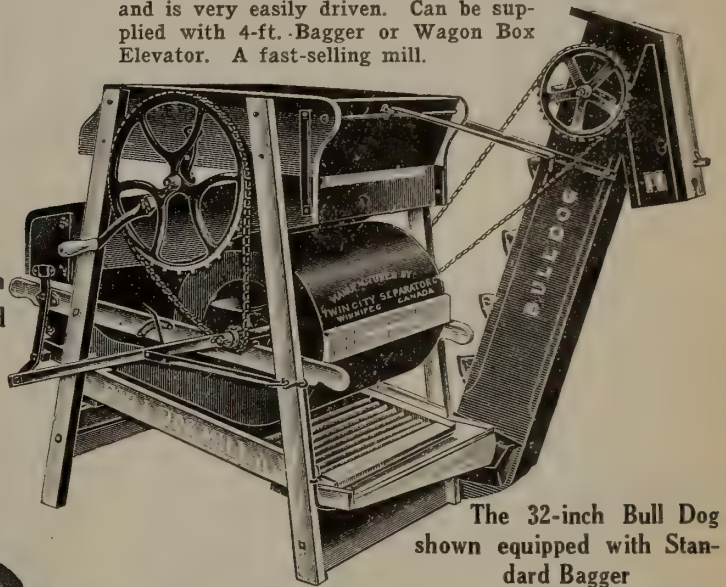


The 40-inch
Force Feed
Bull Dog, with
Wagon Box
Elevator



The New 48-inch Bull Dog

This machine is of heavy construction and is very easily driven. Can be supplied with 4-ft. Bagger or Wagon Box Elevator. A fast-selling mill.



The 32-inch Bull Dog
shown equipped with Stan-
dard Bagger

THE BULL DOG SMUT CLEANER

Extra long carrier for wagon box delivery. False perforated bottom in carrier; no liquid wasted. Galvanized, rust-proof tank.



BULL DOG WILD OAT SEPARATORS AND BARLEY CLEANERS

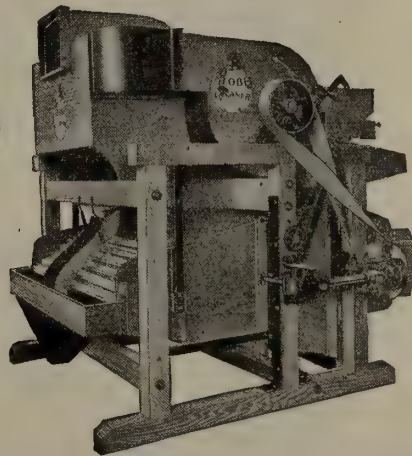
Specially designed machines for taking wild oats out of tame oats, wheat and barley—and they DO IT. Every farmer wants one. Ask for folder.



MODEL C:
6-Roll Separator



OUR NEW MODEL D: 12-Roll Machine



THE GLOBE ELEVATOR CLEANER
Capacity: 1000 Bus. per hour



MODEL A: 3-Roll Wild Oat
Separator

DEALERS: NOW IS THE TIME!
GET THE AGENCY FOR 1920

Manufactured By The
**TWIN CITY SEPARATOR
COMPANY, LIMITED**

WINNIPEG

MANITOBA



8-16 H.P.
Avery Tractor

12-25 H.P.
Avery Tractor

14-28 H.P.
Avery Tractor

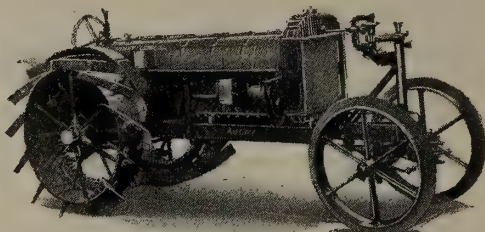
“Just See the

The Avery Line includes :

the fast-selling, money-making six sizes of tractors, 8-16, 12-25, 14-28, 18-36, 25-50, and 40-80 H. P., and the following machines:



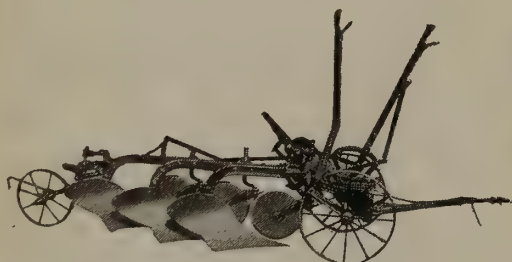
Avery Special Model "B"
5-10 H.P. Tractor



Avery 6-cylinder Light Weight
Tractor, Model "C"



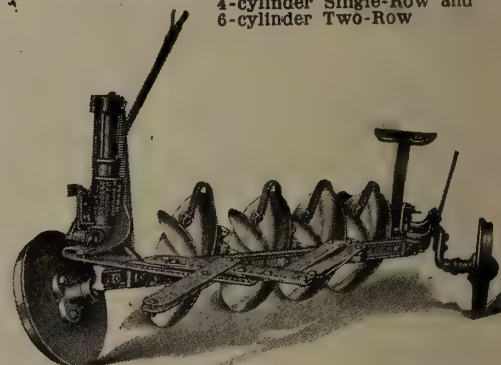
Avery Motor Cultivator—two sizes
4-cylinder Single-Row and
6-cylinder Two-Row



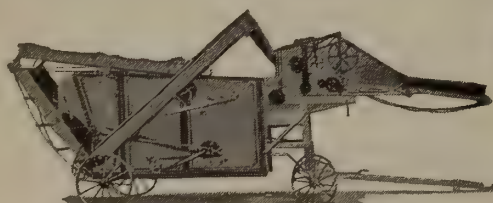
"Power-Lift" Rigid Beam Light Tractor
Plow—2, 3, 4 and 5 Bottoms



"Self-Lift" Independent Beam—
3, 4, 5, 6 and 8 Bottoms



"Power-Lift" Disc Plow—
2, 3, 4, 5, 6 and 8 Discs



Avery Light Weight Individual
Thresher, 22 x 32 in.
Roller Bearing Equipped



Avery "Yellow-Kid" Thresher, for Individual
and Small Runs, 20 x 30 and 24 x 36 in.
Roller Bearing Equipped



Avery "Yellow-Fellow" Thresher, for Farmer
Company and Custom Work. 28 x 46, 32 x 54
and 36 x 60 in. Roller Bearing Equipped.

In addition the Avery Line includes: Power Operated and "Self-Adjusting" Tractor Disc Harrows; "Power-Lift" Tractor Grain Drills; Tractor Hitches for Two and Three Disc Harrows and Drills; Single and Double Row "Self-Lift" Listers; Silo Fillers; Tanks for Fuel, Water and Combination; Portable and Skid Motors



18-36 H.P.
Avery Tractor

25-50 H.P.
Avery Tractor

40-80 H.P.
Avery Tractor

Avery Line for 1920"

THE Avery Line gives any dealer the sale of a complete line of tractors for any size farm and every kind of work, and a complete line of tractor drawn tools and tractor belt driven machinery.

This includes six sizes of tractors, 8-16, 12-25, 14-28, 18-36, 25-50 and 40-80 H.P., all built alike, with the same standardized design, and two small Avery tractors, the Model "B" 4-cylinder 5-10 H.P., and the Avery 6-cylinder light weight tractor;

Light and Heavy "Self-Lift" Independent Beam Moldboard Plows, Disc Plows in sizes to fit every size tractor we make; Power Operated, "Self-Adjusting" Tractor Disc Harrows and Tractor Grain Drills;

Tractor Disc Harrow and Drill Hitches;

Single and Double Row "Self-Lift" Listers;

Four-Cylinder One Row and Six-Cylinder Two Row Motor Cultivators;

Roller Bearing Threshers in all sizes, for individual, farmer-company and custom work;

Silo Fillers;

Tanks for Fuel, Water and Combination;

Portable and Skid Motors, etc.

The complete Avery Line gives you something to sell every month in the year, and makes every month an Avery month for Avery Dealers.

All are one-man outfits;

All tools operated from the tractor platform;

All tools "Power-lift" and "self-adjusting";

All tractors coupled instantly at the drawbar, or belted instantly to any machine—belt pulley always in place.

YOUR OPPORTUNITY

The Avery Line means opportunity in the motor farming business. It means money to you as a dealer. If you are going to sell tractors, why not sell a complete line? Be the motor farming specialist in your territory. Sell everything your customer needs in motor farming equipment.

The sale of a tractor to a farmer means that sooner or later someone is going to sell him some tractor drawn implements, a thresher, a silo filler, and other machinery for use with his tractor. Avery agents develop all this business for themselves.

The dealer with the Avery Line does not divide the business on tractor drawn tools and belt driven machinery. He makes his store motor farming headquarters with a complete line, and that's what makes it pay.

In addition, he can centralize his buying; take advantage of his volume in quantity discounts; insure prompt, dependable service for his customers, and sell machines that he can be sure will operate satisfactorily when hitched together.

Write us. We are now making agency contracts for 1920. Don't wait for someone else to make you wish you had the Avery Contract. Maybe your territory is still open. Address our nearest branch house.

AVERY COMPANY, Iowa Street, PEORIA, ILL.

CANADIAN AVERY COMPANY, LTD., WINNIPEG, MAN.

Branches: Regina and Saskatoon. Sub-Branches: Lethbridge and Camrose

AVERY

**Motor Farming, Threshing
and Road Building Machinery**

Get the Customer to Order Early

It would be of infinite service to their readers if the farm press of Canada would advise them to order their farm equipment early instead of waiting until the last moment. Service in regard to delivery cannot be given if the implement industry does not get a chance to meet delivery dates. When orders are left late, they cannot be handled expeditiously. Further, the shipper is at the mercy of the freight service. In a campaign to advise the farmer along the line of early orders, the dealer can use the local paper to advantage. The experience of the past two years makes it clear that it is to the interest of the farmer to anticipate his wants. He cannot blame the dealer if he does not co-operate with him in this connection.

If it be advantageous to dealers to have their customers repair orders placed early, how much more essential is it to have orders for machines well in advance of the season. The dealer is compelled by the very condition of things to anticipate his wants. The same is true of the manufacturer, but the latter has a line on what his requirements will be. How about the dealer? He can only make a wild guess. With present conditions in the labor and material market, the manufacturer must guard against stocking up heavily, for he must hedge against a decline. Exactly the same condition confronts the dealer. The manufacturer, as soon as one selling season is over, gets out after his orders for the next one; the dealer, when one selling season is past, has to wait for the demand to come to him when the next season rolls around. The dealer is convinced that he should place orders early because the manufacturers and the trade press tell him it is necessary. What effort has ever been made to educate the farmer up to the same way of thinking?

The Production of Implements

It takes on an average about one year to manufacture a stock of farm implements, a fact that the farmer should have brought to his attention when he raises argument regarding present prices. This time dates from the purchasing of the steel, iron and other metals, and putting them through various processes in the factory, until they reach the warehouse in the shape of finished condition, about a twelve-months' process. It is true that after the materials are assembled, implements can be turned out complete

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

812 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada: Foreign \$1.25 per year

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, DECEMBER, 1919

within a few months if the way is clear and the factory processes suffer no interruptions or delays. But no implement factory could be operated in an orderly way except on about a twelve-months' "turn-over" schedule, as above indicated, while at the present time labor troubles in the factory, or in raw material supply plants may have a marked effect in the speed of production.

As every dealer is aware, the manufacturers' selling price must necessarily be based on costs of production, and in order to produce implements in an orderly and economical way the factory must provide the materials and labor some months ahead of the immediate manufacturing periods. Every factory is therefore at present working on the high-cost materials and supplies procured during the past year, and in addition have had advances in the cost of labor, which may have to be added to if production is to suffer no interruption.

Efficient Equipment Essential

In the factory we scrap perfectly workable machines because better ones are available. It would mean lost money to continue operating the older model. In like manner the wide-awake farmer knows he must have the best equipment which science has devised for handling of his particular line of work, whether

it be silos or tractors or two-row cultivators or milking machines or a good sire or pedigreed seed. He knows, too, that if he waits until he can save the purchase price of this new aid to profitable farming, he must continue on the smaller return basis until he gets it.

Have no "Slack Season"

Every dealer should do his part to create sales. Every dealer should endeavor to supplement the work which the manufacturer is doing, no matter how elaborate the latter may be, by his own individual effort. He should use personal salesmanship on the outside when he can, and use the opportunities given him to push goods requiring creative sales work, by explaining them to the farmers as they come into his store. And always, by the distribution of publicity matter, he should endeavor to have his name and business presented to the farmer at least once a month, independent of all other means for reaching him.

The dealer who "keeps everlastingly at it," by the use of the available means of creating interest in his goods, will have no dead lines, and no dead seasons; he will not be a business barnacle, carried along by the impetus of the trade, but will be generating some of the motive power himself.

Christmastide

In a few days the holiday season will be with us and the end of another year will be at hand. At this season, now that the shadow of war no longer lies across so many homes, Christmas will take on its old-time meaning. Sons, husbands, fathers who were "over there," will again sit by their own hearth. One may say "a Merry Christmas" without the mockery it seemed to imply when Canada was anguished by the rack of war. Let us, in the midst of our happiness, enjoyment and home surroundings give a thought to the boys who did not come back—to the countless little crosses that stand in serried ranks from the wealds of the Somme north to the misty fields of Flanders. They kept faith; let us keep green in our memories the sacrifice of our glorious dead. Those they left behind to mourn—let us see to it that the kiddies whose daddies will not come back, have their little gifts this Christmas.

It is but a little thing. All of us know such children. They are in every community. It is worth while to be Santa Claus, to "carry on" this Christmas in place of the father who gave his all.

With this issue we complete our fifteenth year of publication as the only implement and tractor trade journal in the Canadian west. During the year we have endeavored to be of service to every subscriber and advertiser. We are glad to record that our Information Dept. was made so great use of, and urge our readers to use this section at all times. In every issue we have endeavored to keep the trade informed of all that was topical, interesting and of importance in the implement industry. In the coming year we will endeavor to still better our news service.

We heartily thank our advertisers everywhere for their continued loyalty and support. With their co-operation in the coming year we hope to serve them to the best of our ability so that their goods may be successfully marketed through the most economical channel—the retail implement dealer.

To one and all, dealer, jobber, manufacturer, we send heartiest greetings at this season. May your efforts during the coming year bring you full measure of reward. May you and yours have health, happiness and prosperity throughout 1920. We wish you every success, and hope that next year will be your record year.—The Publishers.

Courtesy Pays

Receive your customers with the glad hand. If their wants should be small, or their position in life obscure, exert yourself all the more to serve them well, and leave them with the conviction that you really mean something by your courteous treatment, and that you have a genuine interest in their welfare. It will be a planting that which will yield you a hundredfold in good will.

Under the heading of courtesy, we might mention courtesy to our competitors and fellow dealers. We ask this question: If most dealers when they come down to plain facts will not find that their competitor really hasn't claws, and is not fearfully and wonderfully made; nor the meanest man on earth. In fact, outside of his crime of being in the implement business, you will usually find your competitor a very decent sort of fellow.

Can Leather Production be Increased?

In these days the dealer in harness contends that prices have reached a point where it is almost impossible to do business. The reason for high leather prices is primarily due to the fact that we have heretofore depended upon the skins and hides of cattle, horses, sheep, goats, etc., for the great bulk of our leather stocks. Because of war we have greatly diminished, if not totally destroyed herds of the leather supplying stock so that the scarcity is felt by the present high prices.

It is not commonly known that both Canada and the United States rely upon the outside world for nearly half of their cattle hides and practically all their goat skins. During 1917 the United States imported over seven million pounds of hides and skins and since then there has been a notable decrease in the quantity of stock imported. In fact the North American continent cannot boast of its self sufficiency when it comes to the supply of raw material for leather production. Harness and saddles take but a part of the leather produced. We must not forget the demand for upholstery, gloves, boots and shoes, travelling bags, pocket books, belting, etc.

It is manifest that the demand for leather stocks is going to increase rather than diminish, and if the herds and droves of land animals are inadequate to meet the situation, where can we obtain skins that can be tanned and made for the manifold services of

leather? Scientific research opens a field in this connection, for it is now found that the skins of many large fish can be transformed into "sea leather." Sharks, dogfish, devil fish and other aquatic heavy-weights provide skins that make good leather. As a pure hide proposition their slaughter would not appeal to enterprise, but it is possible to get many by-products from these fish such as flesh, oils and fertilizer. The hide area is not small when one considers that sharks vary in weight from 400 pounds to a ton, and devil fish often tip the scales at about 3,000 pounds. So at that, if leather is at present high, we have the possibility of utilizing the millions of tons of fishy monsters which so far have been of little use in a commercial and industrial sense.

Suggest Mechanical Training

It would be a big saving for the dealer and for the manufacturer if, at the time a tractor sale is made, the dealer would find it possible to promise the purchaser that if he will attend some school to get practical training, he, the dealer, would pay part of the tuition. Such a customer would have success with his tractor and would be a "booster" for the tractor. He would not call upon the dealer or the manufacturer for needless expert assistance. It would mean the sale of more tractors of that make in his locality, for the reason that the neighbors would note his success and naturally would purchase the make of tractor that works so successfully.

The Price-Levelling Process

Reports from the leading implement centres in the United States indicates that so far as the lines made in that country are concerned, there are a few advances and more reductions, although the latter are not great. In effect, prices are simply being levelled up for the coming year. A general advance is shown in the price of wagons in the United States, and on such goods as embody considerable wood stock. This was to be expected owing to the great scarcity and unparalleled advance in price of hardwoods. All the exclusive wagon manufacturers across the line announce an advance of 8 to 10 per cent. Some lines of hay tools show an approximate advance of 5 per cent.

It is to be wondered, with conditions that now obtain in the labor and material market, that

any reductions in price are reported. Wage scales advance and the price of all materials are firm, especially in the iron and steel market. The steel situation is bad, and the coal strike has necessarily had a marked effect upon production, while in some centers the working days of factories have had to be curtailed owing to coal shortage. Most U.S. implement factories now depend upon their own steel stocks. The labor element, in its demands for a shorter day and more money, is necessarily going to affect production, although, so far, implement factories have not suffered from this phase of radical labor so much as some other industries.

Consider the Straw Spreader

Straw is worth real money, and a part of that money belongs to the dealer. Many dealers are awake to the possibilities of straw spreaders and are consistently pushing their sale. Farms in their localities are producing better crops, which in turn means that more money will be spent with the dealer for other needed equipment. In selecting the spreader to sell, the same considerations apply as in the selection of any other line of implements.

Discrimination in Buying

It is admitted that a great part of the success of any progressive implement dealer is due to the fact that the farm trade know that he can be relied upon to have on hand the latest things in farm machinery and equipment. And in buying his stock, which naturally reaches a considerable volume, the danger of buying goods that will not sell should be the very least of the dealer's worries. He knows what is required in the community, and his own sound judgment should be good enough to warrant the saleability of the goods which he purchases.

The idea of not buying for fear of being unable to sell again is one which in the end is bound to paralyze action altogether. The merchant in the implement trade as well as in every other line must use the same intelligent discrimination which he uses when he enters a store himself to buy clothing or shoes.

Applying intelligent discrimination to the needs of his business, analysing the lines which are in demand or for which a good potential demand exists, the dealer can hardly go far wrong.

Personal

The King Motor Co. has been incorporated at Moose Jaw.

The Hillhurst Garage, Calgary, was destroyed by fire recently.

B. H. Ende has commenced a harness business at Weyburn.

E. Large is the owner of a new automobile business at Marengo.

The Regina Beach garage was opened recently at Regina Beach, Sask.

The Dominion garage is a new concern recently incorporated in Regina.

N. E. Maloney is now carrying on an automobile business at Tisdale.

Thomas Burnett has commenced a harness business at Sinclair.

Zawislak & Makosky, harness dealers at Verigin, have dissolved partnership.

R. G. Nelson has commenced an automobile and tractor business at Wilkie.

The Globelite Battery Co., Ltd., Winnipeg, has been registered in Manitoba.

Stanley Kravoski is the owner of an automobile and tractor business at Odessa.

A. Kabe, a harness dealer at Holdfast, has discontinued business in that village.

A. McManus has commenced a harness business in the town of Fort Saskatchewan.

D. V. Bliss is the name of a new automobile dealer who has located in Crossfield.

Cockran & McIntyre are proprietors of a new automobile business at Star City.

The Automobile Equipment Co., Winnipeg, has discontinued operations in that city.

A. A. Weir is the name of a new harness dealer who has opened up in Weyburn.

Jackson & Wilson are owners of a recently opened automobile business at High Bluff.

Buschel Bros., automobile dealers at Weyburn, have sold out to Beischel & Washington.

A. T. Brunner, automobile dealer at Riverhurst, has sold out to S. W. Fellows & Son.

Delisle Bros. have commenced an implement and hardware business at St. Paul des Metis.

Gray-Ogletree Motor Co., is a new automobile concern recently incorporated in Winnipeg.

Service Motors Limited is the name of a new automobile and truck concern in Winnipeg.

N. B. Gaughan, of the firm of Blair & Gaughan, automobile

dealers, Stettler, died recently.

Robert Esson, a specialist in storage battery work, has commenced business in Prince Albert.

It is reported that a change has taken place in the management of the Commercial Garage at Mazenod.

J. F. Voight, an automobile accessory dealer in Victoria, has discontinued operations in that city.

W. V. McPherson, a dealer at Cudworth has taken a Mr. Dalberg as a partner into the business.

Svenson Bros. & Halldorsen have commenced business in an automobile concern at Birch Hills.

It is reported that W. A. Gable, an implement dealer at Rocanville, has sold his interests in that town.

James W. Phillipson has sold out his implement business at Didsbury to George A. Wrigglesworth.

T. E. Bradford, implement and hardware dealer at Saltcoats, has taken his son as a partner in the business.

Machan & Miller, automobile dealers at Lancer, have sold out to a firm known as Skottawe & Campbell.

Peters & Friesen have dissolved partnership in their implement and tractor business at Wynyard.

Partnership has been dissolved in the business of the Leask Motor & Supply Co., located in Leask, Sask.

H. McCoy has bought out the automobile and tractor business at Bladworth, formerly carried on by A. Lyle.

Western Auto Accessories, Ltd., is the name of a firm that recently opened up in the town of Qu'Appelle.

Alex. Grant is the latest addition to the implement fraternity at Rosebud, where he occupies a new warehouse.

The American Grain Separator Co., Winnipeg, has been granted a Dominion charter. Capital is given as \$50,000.

Kambertz & Mildenburger, implement dealers at Kendal, have dissolved partnership. J. Mildenburger continues.

C. Bourque, a carriage builder at Vancouver, has sold out his business to the Canadian Truck & Trailer Co., Ltd.

T. S. Lawley, an implement dealer and blacksmith at Blucher, has sold out to a firm known as Osborne & Baldwin.

D. R. Williams, an implement

and hardware dealer at Atwater, has sold out his business in that town to E. V. Jones.

Electrical Engineers is the name of a new firm in Calgary who will specialize in starting and ignition systems.

W. Wallace, owner of an automobile business in Regina, recently suffered considerable loss by fire on his premises.

Kubb & Gamble, automobile dealers at Mazenod, have dissolved partnership. Mr. Gamble will carry on the business.

McKerchar Bros., implement, hardware and lumber dealers at Olds, recently suffered loss through fire on their premises.

G. E. Cope, John Deere, dealer at Hanna, has bought out the business of John Teschler, formerly Deere agent at Drumheller.

Weir & Parsons, automobile dealers at Strassburg, are reported to have sold out their garage and show premises in that town.

L. Krister, an implement dealer at Trochu, has sold out his business in that town to an implement man named A. L. McRae.

H. F. Anderson, manager of the Anderson-Roe Co., Winnipeg, visited Orillia, Toronto, and other eastern points, early in November.

J. H. Sissons, formerly a salesman with the Estevan branch of the International Harvester Co., is now a blockman in that territory.

S. G. Elliott, formerly a salesman of the London branch International Harvester Co., has been promoted to the position of blockman.

Howard & Hiscock, automobile dealers in Vancouver, have dissolved partnership. Roy Hiscock will continue the business.

Vetzel & Herman, implement dealers at Ethelbert, have dissolved partnership. In future, Mr. Herman will carry on the business.

R. B. Creighton, salesman of the Hamilton branch International Harvester Co., has been promoted to the position of blockman.

N. O. Berve, manager for the John Deere Plow Co. at Regina, paid a visit to the Winnipeg office during the last week in the month of November.

Ridley Bros., implement and hardware dealers at Manitou, have sold out their interests in that town to a firm known as Edwards & Petit.

We are sorry to note that the business of Sherling & Brown,

implement and automobile dealers at Montmartre, was recently destroyed by fire.

L. Blettel, a harness dealer at Limerick, has sold out his stock and fixtures in that town. He is succeeded by a dealer named L. H. Dickinson.

W. N. Robinson, manager of Robinson-Alamo, Ltd., Winnipeg, will pay a visit to the Chicago office of the Alamo Farm Light Co., during December.

Gillespie & Craig, dealers at Star City, have dissolved partnership in their business at that town. C. J. Gillespie has now sole control of the firm.

Carnahan & McKnight & Co., implement and automobile dealers at Virden, are reported to have dissolved partnership in their business at this point.

A. L. Upton, Canadian sales manager of the International Harvester Co., recently spent a few days at the Winnipeg headquarters of that organization.

A change in business has taken place in connection with the New Era Mfg. Co. at Vancouver. The company has been re-incorporated as a limited liability concern.

R. Malabone, formerly a salesman for the Saskatoon branch of the International Harvester Co., has been promoted to the position of blockman in that territory.

Modern Auto and Tractor Schools, Limited, is the name of a new institution in Vancouver that will specialize in instruction in automobile and tractor repair work.

R. A. Devoin, formerly manager of the New Idea Spreader Co., at Guelph, Ont., has been appointed assistant manager at the branch of his company in Minneapolis.

R. W. Sutherland, secretary of the Splitdorf Electrical Co., Newark, N.J., was, at a recent meeting of the directors, appointed general manager of that organization.

E. A. Kemp, manager of the gas engine department of the Canadian Fairbanks-Morse Co., Winnipeg, recently paid a visit to the Regina branch of that organization.

G. E. Wilson, managing director of the Tudhope-Anderson Co., Orillia, Ont., spent a couple of days early in the month, with Mr. Gifford, western manager, at the Winnipeg office.

W. E. Underwood, manager at Calgary for the John Deere Plow Co., spent a few days at the Winnipeg office, on his way west,

after a visit to the Deere factories at Welland, Ont.

A dissolution of partnership has taken place in the implement business at Monitor, carried on by J. A. Hayes & Sons. In the future, Mr. Hayes will have sole control of the business.

E. J. Gifford, manager of the Tudhope-Anderson Co., Winnipeg, during the latter part of November, spent a few days at the factory and head office of his company, at Orillia, Ont.

The travellers of the John Deere Plow Co., Winnipeg, held their annual convention in the office on Princess Street, during November. The travellers report good business throughout Manitoba territory.

J. W. Tanner, manager of the Winnipeg branch house, International Harvester Co., reports that business has been exceptionally good, with satisfactory collections throughout the area covered by his branch.

A new incorporation in Winnipeg is known as the Prairie Motor Contracting Co. This company has been formed for the purpose of manufacturing and repairing motor vehicles. Capital stock is given as \$50,000.

J. P. Ritchie, manager of the John Watson Mfg. Co., Winnipeg, during December, will make a business trip which will cover all the leading cities throughout Western Canada. Mr. Ritchie reports business very satisfactory.

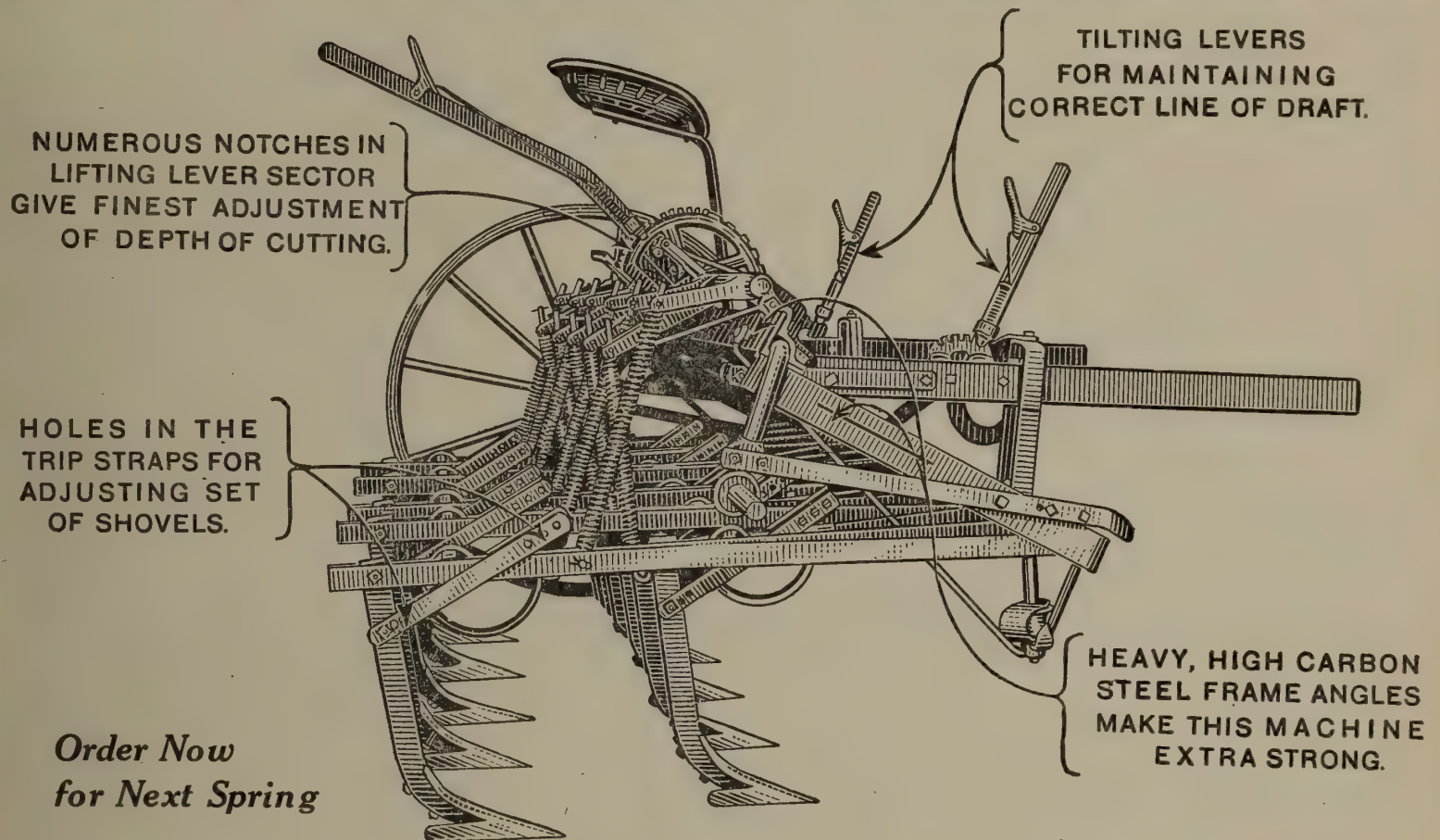
M. Schibsbys, manager of the J. I. Case Plow Works Co., Minneapolis, recently spent ten days with the Canadian Fairbanks-Morse Co. in Winnipeg, making arrangements for the supply of Wallis tractors during the coming year.

George N. Peek, president of the Moline Plow Co., Moline, Ill., has been appointed commander of the Order of the Crown by King Albert of Belgium. The order was conferred on Mr. Peek in recognition for his services in obtaining supplies for Belgium during the war.

The directors of the Goodyear Tire & Rubber Co., Akron, Ohio, have voted an increase of \$100,000,000 on the capital stock of the company, to take care of increased business. The employees of the Goodyear organization own \$4,000,000 worth of the Company's stock.

J. C. Tierney, of the Webster Electric Co., Racine, Wis., recently spent some time in Winnipeg, Regina and Calgary in which cities he installed service

John Deere Stiff Tooth Cultivator



*Order Now
for Next Spring*

The most perfect Tool of its kind on the Market

Look long and carefully at the above illustration. See why this cultivator will do what no other stiff tooth machine can do. See the strength of bracing. Note the easily reached levers. All shovels lift level. Light draft. High clearance. Spring trips prevent breakage.

Horse Drawn

7 ft. cut, two poles
and 4 horse eveners.

8½ ft. cut, two poles
4 and 6 horse Com-
bination eveners

At this season we send heartiest greetings to our friends who have helped their customers, themselves and this organization to greater prosperity through John Deere Implements.

Tractor Drawn

8½ ft. cut, tractor
hitch, power lift.

11½ ft. cut, tractor
hitch, power lift.

The 8½ ft. Horse-drawn machine can be equipped with tractor hitch, power lift. All machines can be equipped with forecarriages. Write for details.

John Deere Plow Co. Limited

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Lethbridge

stations for the Webster Electric Co., who are manufacturers of an oscillating magneto used extensively on engines.

W. H. Williams, sales manager of the Eagle Mfg. Co., Appleton, Wis., was a recent business visitor to Winnipeg, proceeding west to Saskatoon. Mr. Williams is well known to the Western Canadian trade, as having formerly been manager in this territory for the Hart-Parr Co.

W. J. Ellis, general manager of the R. A. Lister Co. of Canada, went to England last spring for reasons of health. He is now much better and has returned to the Dominion. He recently spent a few days with D. N. Jamieson, manager of the Winnipeg branch of the Lister organization.

J. Gibney, manager of the Winnipeg branch of the Minneapolis Steel & Machinery Co., attended the branch manager's convention of that organization, held recently at the factory in Minneapolis. Mr. Gibney reports a very satisfactory demand for the "Twin City" line of tractors.

C. J. Brittain, manager of the Winnipeg branch of the Canadian Fairbanks-Morse Co., during the latter end of November, paid a visit to the company's branches at Regina, Saskatoon and Calgary. H. F. Anderson,

manager of the Anderson-Roe Co., Winnipeg, was a recent visitor to Regina, Saskatoon and Calgary.

Charles Ewald, formerly assistant manager of the Winnipeg branch of the International Harvester Co., has been promoted to the position of manager of the company's branch at Estevan, Sask. His position as assistant manager at Winnipeg has been taken by L. Maloney, who was formerly a blockman in Brandon territory.

Owing to an erroneous report by a commercial agency, it was stated in our last issue, that a change was taking place in the management of the implement business of J. A. Rollefson, Swift Current. We are glad to report that Mr. Rollefson states he is doing business as usual, and has no intention of discontinuing his interests in that town.

C. G. Wuthrich, representative of General Tractors, Inc., Chicago, paid a visit to Winnipeg recently in the interests of his company, who manufacture Monarch tractors in three sizes. Mr. Wuthrich is well known to the Western Canadian trade as having formerly been manager at Calgary for the John Deere Plow Co. He proceeded west to Regina and Calgary.

Congratulations to Robt. McLaughlin, Oshawa, who recently saw his 83rd birthday and the fiftieth anniversary of his business. Half a century ago this grand old man of the Canadian vehicle industry, made his first vehicle in a shed on his farm. Since then McLaughlin vehicles and McLaughlin cars have become household words. With their father, R. S. McLaughlin and G. W. McLaughlin played a prominent part in the evolution of the McLaughlin Carriage Co. The McLaughlin interests are now part of the General Motors group at Oshawa, but their buggies are as well known as in the days when gas engines were an experiment.

To Make Tractor Implements

Incorporation papers have been filed for the Vulcan Implement Factories of Evansville, Ind., an outgrowth of the Vulcan Plow Co. The capital stock is \$300,000. A four-storey plant is being erected adjacent to the present Vulcan plow factory.

The Vulcan Implement Factories will manufacture and sell a complete line of tractor-drawn tillage tools for all makes of tractors. The company will build no tractors.

Service in Relation to Repairs

(Continued from Page 22)

little differently for the central states. Yet, manufacturers are building one type of implement for one section and one for another. This increases the cost of repair parts as well as that of the finished product. Complete standardization will be impossible until the farmer fully appreciates the value of using the product even though it may not quite meet with his individual idea of how that machine should be built.

Unless familiar with conditions, one is not likely to stop to consider that repair parts must be kept in stock for machines twenty-five years or older. On farm machinery company estimates that it has \$5,000,000 worth of repair stock on hand at its branch houses alone. The user should feel grateful even if he must pay what at first may appear to him to be a high price for repairs. The binder, for example, would cost several hundred dollars if it were built up of the repair parts rather than going through the regular manufacturing process.

Back on Production

Labor conditions at the factory of the Waterloo Gasoline Engine Co., Waterloo, Ia., are much improved, according to a report. It is expected that the working force will be up to normal in the next six or eight weeks. Production has been started and the company will be in a very satisfactory position to take care of the Waterloo Boy business for the coming year.

To Make Lincoln Line in U. S.

L. W. Chase, for years head of the agricultural engineering department of the University of Nebraska, is president of the newly-organized Chase-Tinsman Plow Co., Lincoln, Neb. E. B. Sawyer, president of the Cushman Motor Works is one of the incorporators. It is the plan of the organization to build the "Lincoln line" of listers, cultivators, plows and other farm equipment.



1919



1920

Greetings

To Our Friends in the Trade

We offer Heartiest Christmas
Greetings and Sincere Wishes
for a Happy and Prosperous
New Year

D. ACKLAND & SON, LIMITED

WINNIPEG :: CALGARY

What the Association Means to the Dealer

Every live dealer necessarily realizes the value of his trade association, although in the Canadian West more interest could be shown in organization work than is now the case. To look for the benefits that follow organization in the retail implement trade, some of the benefits effected in the business in North Dakota are of interest. In a recent communication the secretary of the North Dakota Implement Dealers' Association, R. A. Lathrop, Hope, N.D., says:

"In this state the wholesalers do not set retail prices on any of the lines, except to the extent that in a few instances they publish retail prices on certain trade marked goods.

"The goods are sold outright to the dealer and he in turn makes his retail price. The association is not allowed, nor any body of men in any one trade, to get together and make a uniform price and bind others to sell thereat, or even make an agreement to do so.

"The part the North Dakota Implement Dealers' Association plays as to the matter of prices is simply educational and informational. We aim to educate the dealer to know what it costs him to operate his business, and if he finds that it costs him 16 2-3 per cent on the retail price, to add 20 per cent to the net cost of the article and figure it as part of the cost of the goods, and when he gets that fully in mind he isn't apt to sell without a profit over and above that sum. As the general average of costs do not vary much as between dealers, the retail prices, therefore, do not have a very wide range in the same localities.

"Through our conventions and local clubs we aim to cultivate a more friendly feeling as between dealers so that a man will get away from the idea that a competitor is of necessity an enemy, and get away from the idea also that the other fellow isn't entitled to part of the business, so that he won't cut a price below cost simply to prevent another dealer from making a sale.

"The efforts and success of the association in North Dakota has been the result of a long continued campaign, but has borne considerable fruit in more friendly feeling among dealers and less of cut-throat business, which is of no value to the dealer, to the consumer, or to the community. For in our estimation the best asset any farming community has is a well operated prosperous implement fraternity located there-

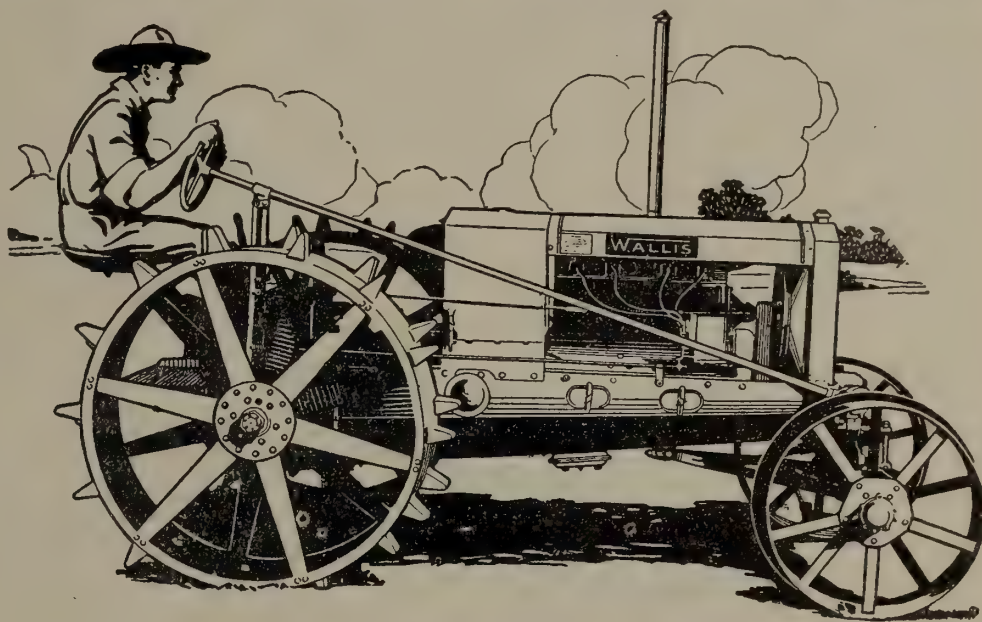
in; then they can get service, in various ways, that will offset a very little difference in price that is necessary. Under a changing procession of failures, the farmers of a community suffer through inability to keep machinery in the field because changing dealers, or even dealers in straightened circumstances, change lines frequently."

One of these days tractors may be operated on alcohol. Unlike the human consumers of this liquid, they won't stagger.

New Avery Branch

The Avery Co., Peoria, Ill., announces the opening of a new branch house at Davenport, Ia. This will be in charge of Capt. J. J. Coates, who was formerly a salesman in the Avery organization at Minneapolis.

Where Are Your Profits On Last Year's Tractor Sales?



What do your records show on last year's work? Have you a nice net profit-balance? Or were your tractor sales slow, service costs excessive and profits disappointing? Your success or failure depends largely upon the tractor you represent. A poor tractor means poor sales, dissatisfied customers, endless service and repair worries. Are you going to handle a real tractor during 1920? Wallis dealers are uniformly prosperous. They are regarded as leaders. Their tractor business is firmly established. They build business on the firm foundation of a QUALITY PRODUCT.

WALLIS

America's Foremost Tractor

Handle the tractor that is years ahead. Every Wallis order means a satisfied owner—an enthusiastic salesman. Every Wallis sold is the nucleus of other sales. Wallis mechanical design and construction are the result of years of tests and experiment in the field.

Consider these features—only found in the Wallis—Patented "U"-shaped one-piece frame. All working parts enclosed in dust-proof casings, operating in oil bath. Unit power-plant delivering 74 per cent of

motor power to draw-bar. Nearly one-third lighter weight than tractors claiming equal power.

Official tests show Wallis FIRST in plowing speed; FIRST in quality of work; FIRST in fuel economy. In every public and private demonstration Wallis has proved a leader.

Progressive dealers realize that the Wallis agency offers the greatest existing opportunity in tractordom. You, too, may have the fortune to secure a Wallis contract for 1920. Now is the time for you to act.

Your Territory May Be Open—Don't Delay

For Literature, Particulars and Dealer Proposition, write

The Canadian Fairbanks-Morse Co., Ltd.

SASKATOON

WINNIPEG

CALGARY

Wallis Distributors for Western Canada

Promotions and Changes in the E-B Company

The following promotions and changes in the Emerson-Brantingham Implement Co. are of general interest to the implement industry. These changes took effect November 1st, which is the beginning of the fiscal year of this organization.

F. M. White, who was placed in charge of a new department known as the farm power bureau, early in the year, has been promoted to assistant general sales manager.

Turner Barger, who has been an assistant in the Extension Division, has been made assistant manager of the farm power bureau.

Mr. H. P. Roberts, who was formerly in charge of the extension division, has been transferred to the advertising department as assistant manager. S. C. Hallock, who has been connected with the advertising department for a number of years, will have charge of the production of advertising literature.

Announcement has previously been made of the establishment

of Columbus as an independent branch. This is to better serve the farmers and implement deal-



J. N. INWOOD, Assistant Manager
Columbus, Ohio, E-B Company

ers of Ohio. Mr. B. N. Woodson is appointed manager of that branch, and J. N. Inwood, assistant manager.

Facts seldom hamper the farmer who goes from dealer to dealer telling how cheaply the absent dealers in each case will sell him a tractor.

Happy Farmer Lower in Price

During the sales convention of the La Crosse Tractor Co., La Crosse, Wis., B. F. Hamey, head of the company, announced that the company had decided to cut the price of its machine from \$1,250 to \$895, and to concentrate the plant upon quantity production to make up by volume the reduction of profit caused by the drastic slash in price. The La Crosse tractor is the new name for the Happy Farmer, as sold for several years in Western Canada.

It was stated by officials of the La Crosse Co. that following the announcement orders for \$3,000,000 worth of tractors were placed for delivery as soon as possible. One company sold 130 in a week, says the report.

Offering Shares in Winnipeg Plant

A financial report states that preference shares of the Magnet Metal & Foundry Co., Winnipeg, are being offered for sale. This company owns a site of 2½ acres in Elmwood, with a building valued at \$33,000, the real estate being conservatively valued at \$20,000. The plant, including tools, equipment, etc., is valued at \$50,000.

The new money will be used to enlarge the plant and increase the output. The goods produced include sleigh shoes, land pack-

ers, binder attachments, feed cookers, mauls, thresher frames, tank heaters, pump jacks, plow packers, straw spreaders, etc. The preference shares now offered are preferred both as to dividends and assets. They bear 7 per cent cumulative, and the purchasers will have the right to elect two members to the board.

What Power Farming Machinery Means

"Over 40,000,000 acres were added last year to the productive acreage of American farms, in spite of the great shortage of labor. A twenty-billion dollar crop was raised. The factor largely responsible for this remarkable showing is the farm tractor and its allied power farming machinery."

This is the introduction to a large mailing folder that is being issued by the Tractor Bearings Division of the Hyatt Roller Bearing Co., entitled "A Greater Agriculture."

This folder shows photographs and mechanical drawings of a number of farm machines that are now using Hyatt roller bearings as standard equipment, including, in addition to tractors, plows, binders, threshers, feed grinders and windmills.

Have you considered tank heaters as a line to sell in your territory?

Grain Cleaners And Wild Oat Separators



Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Also the old, reliable "New Superior" Fanning Mill.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines Threshers - Feeders

Cushman Motor Works of Canada Limited

Dept E Whyte Ave and Vine St. Winnipeg, Man.

DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters	Vacuum Washing Machines	Shinn-Flat Lightning Conductors
Straw Spreaders	"Hoiland" Wild Oat Separators	"Does More" Lighting Plants
Lincoln Saws	Smut and Pickling Machines	24 x 46 Separators
Incubators and Brooders	Wagner Hardware Specialties	Langdon Feeders
Auto Accessories	Western Pulverizer	Fanning Mills
Tractor Plows	Packer and Mulcher	Cushman Grinders
Combination Threshers		
Light-weight Engines		
Lincoln Grinders		

The Cushman Agency gives you Prestige and Profits

**It's Good—
PEERLESS
ORNAMENTAL
FENCING**

is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

**Beautify Your Home with
Peerless Ornamental Fencing.** It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches, cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. Hamilton, Ont.

Wonderful Power Built Into A Light Tractor



Allwork

Kerosene Tractor

"Backed By 12 Years Of Tractor Experience"

HERE is a light kerosene tractor with a surplus of inbuilt power for pulling three plows through any soil. It is equipped with a powerful 4-cylinder motor (5-inch bore and 6-inch stroke), the type of engine usually employed to pull 4 plows. A small high-speed motor necessitates perfect conditions to develop its rated power or come anywhere near fulfilling claims made for same, while the surplus power of the ALLWORK enables us to make good our claims easily without taxing the engine to its full capacity.

This is a powerful selling argument when combined with—

The Big Sales Clinching Fact—

GUARANTEED To Burn Kerosene Successfully

The ALLWORK has for years proven its ability to deliver satisfactory power and operate successfully with kerosene as fuel.

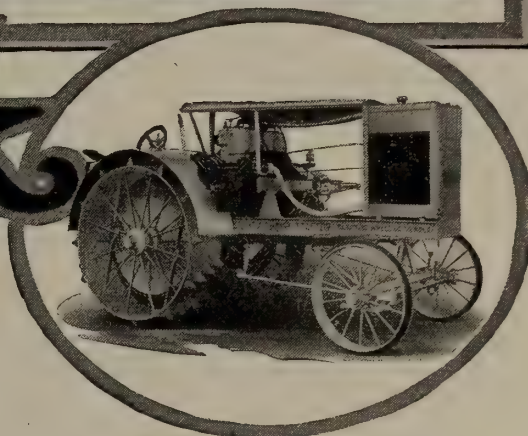
Carl Soenksen, DeWitt, Iowa, is one of hundreds of farmers who testifies to this fact. He declares: "My ALLWORK tractor works fine. Have never used the tractor on gasoline yet, except when starting. Have always used kerosene without any trouble."

The ALLWORK is an all-the-year-'round tractor. It can be used and is being used to good advantage Spring, Summer, Autumn and Winter.

You will find our 1919 catalog full of proofs that it does all kinds of field and belt work most economically and efficiently. Send for a copy of this catalog.

We invite inquiries from progressive dealers. Our proposition is certain to interest you, if you want to represent a tried and proved light tractor.

ELECTRIC WHEEL CO., Box 327A, Quincy, Ill.



A Giant In Power

"I am enclosing a picture of the 'ALLWORK' Tractor which we purchased last spring. We have plowed, disced, hauled manure, sawed wood, hulled clover, worked on the roads and pulled hedge with this little tractor. It is small in size but A GIANT IN POWER, and has caused our neighbors to take notice of its name—'ALLWORK.'"

"Right now it is pulling with ease a No. 6 Clover Huller. Many people did not believe it would pull the clover huller and laughed at us when we said we were going to use the tractor to hull with. The 'ALLWORK' is the most economical tractor to buy."

HOBART DEFFENBAUGH,
Mahomet, Ill.

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary, Distributors for Alberta

Wire Fencing a Modern Line

Well balanced farming has been proven the most successful, and on well balanced farms different kinds of live stock are kept. The successful handling of stock cattle, fattening cattle, calves and milk cows results in a steadily increasing demand for wire fences. There is a good reason for better fencing in the fact that farm lands have advanced so much in price, and the best located piece of land takes a forlorn appearance if the owner neglects to keep the fences in good repair.

If a dealer isn't getting his share of the wire fence trade, it often isn't the lack of demand which is responsible. His lack of trade in this line may be due to several causes, the more prominent being lack of systematic advertising, lack of display, and a disinclination to discuss fence and fencing problems with farmers when the opportunity offers.

It is easy to form the habit of storing wire fence out of sight. Some dealers keep their stock of fencing in a vacant place back of the store; others pile it in the cellar, arguing that rats won't eat it, so it is as safe there as if stored in the show room. Occasionally the dealer who keeps a stock of fencing in his warehouse or show room doesn't feel that this staple line needs any publicity. A little thought should convince anyone that there is no basis for this contention.

The local dealer has the advantage of knowing whether modern fencing has been introduced to a large or small extent. The man who advertises direct to his customers can inform his audience of their immediate fencing needs, and explain how fully prepared he is to supply them with anything in the fencing line they may require.

Samples of the different kinds of fencing handled by the dealer make an attractive window display. There is no reason why wire fence shouldn't be displayed. Advertising and display will be a necessary part of the dealer's program as long as wire fence is sold.

The lasting qualities of a fence depend upon the grade of the material. When demonstrating a sample of field fencing, for example, show the prospective customer that the stay, top and bottom wires are of ample size and strength to insure a long lasting fence. A poorly constructed grade of fencing is not worth buying, so the salesman who is handling quality fence should use this



Mixed Farming affords the Dealer an Opportunity for the Sale of Building Material, Silos, Barn Equipment, etc.

fact as a leverage for making sales. When the total cost of building a fence is computed, a large percentage of the sum is charged to the labor item. It takes as much time to stretch low-grade fencing as quality fencing; this is another reason why high-grade wire fence is the only kind worth using.

It is well to remember that the posts must be of good material and well set and braced, before the wire can be stretched properly. When erecting a wire fence of any kind, it is important that the posts be set firmly in the ground, otherwise the wire will soon sag and gradually the fence will go to pieces. The dealer can mix bits of advice into his selling arguments and in many instances assist his customers in solving their fencing problems.

Truck Production in U. S.

In statistics compiled for the 1919 truck production in America the total estimated to be manufactured is 350,000, and of this total the volume will be for the one-ton truck. The country will absorb, according to the estimates, more than 138,700 one-ton trucks in 1919, or 40 per cent of the estimated production. The next largest number to be produced will be of two-ton capacity, of which close to 50,000 will be manufactured or 15 per cent of the estimated total.

Tractor Plant Returning to Peace Status

The process of changing the plant of the Minneapolis Steel & Machinery Company from war to peace status is well toward completion, although many things remain to be done. Shop A will be used for machine tractor and motor parts, and shop Z will be used to assemble tractors and

motors. The shop will be used to machine large tractor and thresher parts, and R building will be used for thresher assembly. A new two-story tractor warehouse will be erected.

Calculating Depreciation on Farm Machinery

As regards depreciation from the farmers' standpoint, herds of live stock and crops are generally treated as floating assets, and as such are not subjected to depreciation. It is by the sale or use of floating assets on a farm that profits are made, but it is by the use of the fixed assets—implements, machinery and equipment—that the chance of making a profit is brought about.

In charging depreciation on his machinery, the main points which the owner should consider are:

(1) The cost price; (2) the probable life of the asset; (3) repairs and renewals during the life of the asset; (4) the residual value of the asset. There would probably be no difficulty in ascertaining the original cost. The probable life of the asset should be estimated by those thoroughly experienced in its use, but it is also necessary to take into consideration the possibility and effect of new discoveries or later models which might compel the scrapping of the original asset. Repairs and renewals during the life of the asset should be charged, as they occur, to the work on which the asset is employed, when such repairs or renewals become necessary. The residual value is that which may remain in the asset when it is no longer useful for the purpose for which it was bought, and this can be determined by experts.

Having ascertained these facts, the probable cost of repairs and renewals is added to the original cost, and from this is deducted the residual value. The balance represents the amount of depreciation

to be provided over the probable life-period, and by simple division may be obtained the amount of depreciation to be charged for that particular asset each year.

This method writes off the same amount each year, and to this there is an objection, for while the depreciation charge remains stationary the cost of repairs, etc., will yearly increase as the asset gets older. The more favored method, therefore, is to write off a slightly higher percentage from the reducing value of the asset, and not from the fixed original value. The result is that the depreciation at the start is higher, and is gradually reduced towards the end of the life of the asset. As the charges for repairs and renewals operate on the reverse scale, the profit and loss account under this method bears a more fixed yearly charge when both are considered.

The principle aimed at is to provide a rate of depreciation which will, at the end of the life of the asset, reduce the book value to what may be expected as the residual value.

Appointed Sales Manager

Grover C. Weyland, for six years, manager of the Kansas City branch of the J. I. Case Plow Works Co., has been appointed general sales manager of the J. I. Case Plow Works Co., Racine, Wis. Mr. Weyland succeeds L. N. Burns, recently elected vice-president of the company.

I. H. C. Branch Burned

Fire at Dubuque, Ia., Nov. 18, damaged the warehouse occupied by the International Harvester Co.'s branch house. Buildings adjacent were also burned and the total loss is said to have exceeded \$300,000.

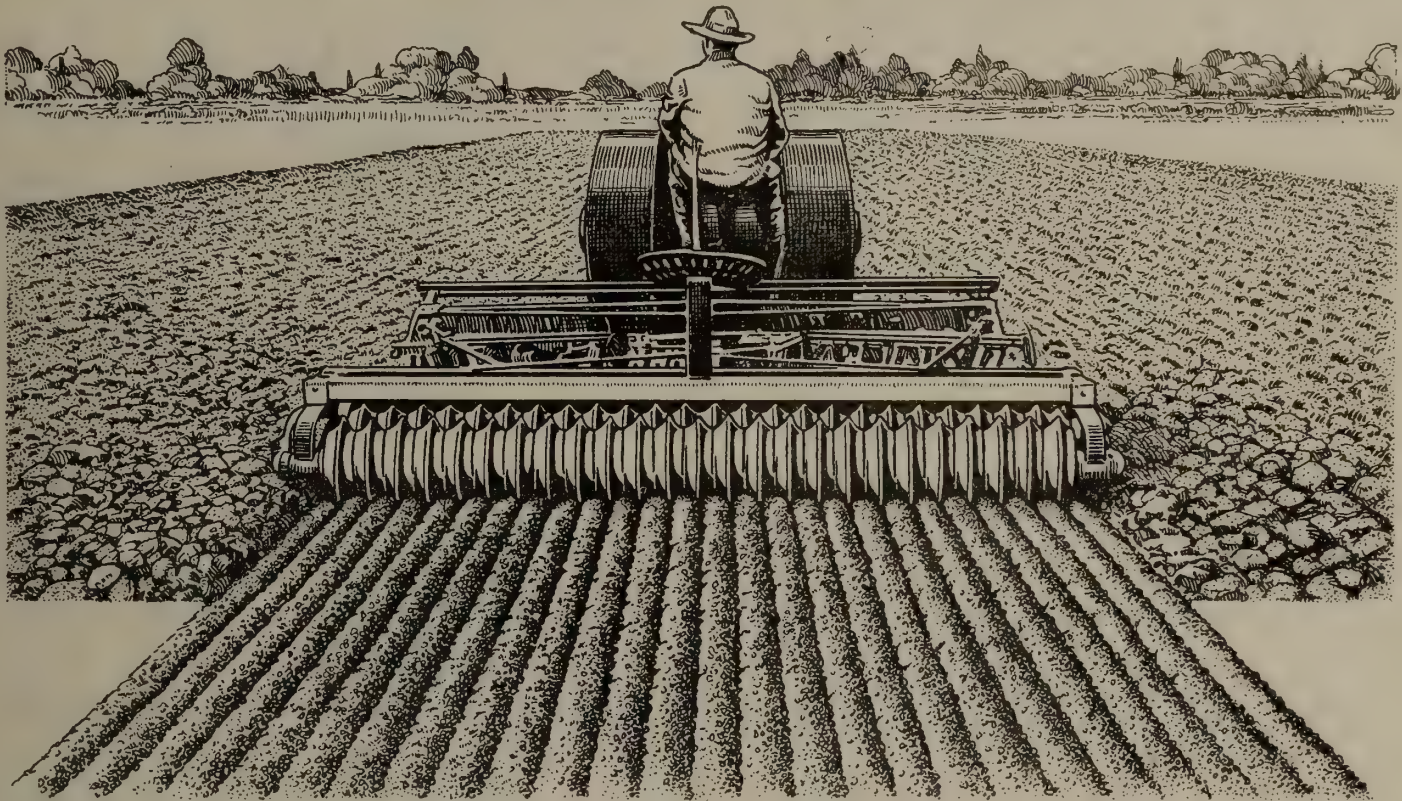
New "Six" Light Weight Tractor

The Avery Co., Peoria, Ill., announce their new six-cylinder Model C lightweight tractor. The motor used is their own type, cast en bloc, with removable cylinder head. It has 3x4 dimensions. This tractor, says the company, is especially designed for doing field and belt work on small farms and will also prove to be a valuable adjunct to the motor farming equipment on a large farm. It is also especially adapted to such work as gardening, fruit growing, and for doing many other kinds of field and belt work ordinarily required on the farm including plowing, discing, harrowing, pulling a grain drill, grain binder, mower, hay loader.

CULTI-PACKER

TRADE MARK REG.

It Cultivates — It Packs



Sold 78 Farmers out of 79

A half hour's demonstration of the Culti-Packer to any representative farmer will get his order nine times out of ten because he can see and measure the saving it makes in time and labor.

One salesman working with the dealer made demonstrations to 79 farmers and sold 78 machines in one season.

Once over the field with a good disc harrow and the Culti-Packer will put the soil in fine shape for seeding. With a tractor the seed bed can thus be made in a single operation, pulling the two tools together.

Think of the selling talk that gives you, not only for the Culti-Packer but for the tractor as well.

Seed bed fitting is only one of the many things the Culti-Packer will do. It starts the seed quickly when used after the drill--it cultivates growing corn, oats and wheat--prevents winter killing, and can be used more days out of the year than any other implement on the farm.

If you have not made a contract on Culti-Packers for next year, get in touch with your branch implement house to-day. Ask for the facts about Culti-Packers, get a copy of the illustrated book "Soil Sense" and place your order for some of these tools for early Spring.

*Hundreds of dealers are selling a car-load
the first season and you can do as well.*

THE DUNHAM CO., Berea, Ohio, U.S.A.

Merger of Five British Firms

Five of the leading agricultural implement and machinery makers in Great Britain have amalgamated under the title of "The Agricultural and General Engineers Ltd." The amount of capital involved is \$15,000,000. The firms in the amalgamation are: Aveling & Porter, Ltd., Rochester; E. H. Rentall & Co., Ltd., Heybridge; Blackstone & Co., Ltd., Stamford; Richard Garrett & Sons, Ltd., Leiston; and J. & F. Howard, Ltd., Bedford. The names of these firms are all household words in Great Britain and most of them have been established upwards of a century.

Mass production upon scientific lines will be aimed at, but the works of the various firms will remain entirely under the control of their own board of directors.

The constituent companies of this amalgamation have assuredly the benefit of experience. They were individually established in the years mentioned: 1850, 1805, 1837, 1778 and 1813. A. W. Maconochie, chairman of the directorate, says that in one line alone the annual production will be 5,000,000 machines annually. This gentleman has the right idea. He says: "There is only

one way to live in the future industrial world, and that is by mass production, the kind of mass production the Americans have practised for the last 25 years. It has to be done to help pay the increased cost of labor."

Massey-Harris and the Victory Loan

The employees of the plants of the Massey-Harris Co. and associated companies, subscribed \$414,750 for the 1919 Victory Loan. The company purchased bonds to the value of \$1,250,000, making a total for the organization of \$1,664,750.

Lines for the Poultry Raiser

With eggs at present prices, the hen has become a power in the land. In connection with poultry, farm equipment dealers should handle metal tanks and waterers for barns and flocks. Patent troughs and feeders should make a good line, also poultry fencing and poultry feeds. The women, in the past, gave most attention to poultry. Now the farmer himself realizes the immense importance of poultry raising as a farm asset. With present prices for eggs and fowl, the farmers are rapidly growing

as serious about their poultry flocks as they are about their droves of hogs and cattle, and are more and more seeking the modern methods and the latest equipment.

Plow Works Manufacture Canadian Thresher

The J. I. Case Plow Works Co., Racine, Wis., has added to its line a separator for individual use. Only one size will be made, 24 x 40. The separator will be called the Wallis. It will be manufactured according to specifications supplied the Plow Works by the Sawyer-Massey Company, Hamilton. This will give Wallis tractor dealers a complete outfit to handle—tractor, plow and separator.

Italy's Implement Requirements

The annual requirements in Italy to-day are given as follows: Plows, 30,000; seeders, 2,000; wine presses, 3,000; mowers, 9,000; reapers, 500; self-binders, 2,000; hay rakes, 2,000; swath turners, 800; threshing machines, 1,500; power-driven hay presses, 500; tractors (steam and motor), 1,000. Despite this fact we note that the Fiat Co., an Italian con-

cern have opened a branch in Canada. Their factory, it is said, produces six tractors a day, but can double that production if necessary.

Nilson Assets to be Sold

Merritt J. Osborn, as receiver for the Nilson Tractor Co., University Avenue Southeast, in Minneapolis, advertises the assets for sale as a going business. He states that the company has been in business since 1912 and has some 2,000 of its tractors in the hands of satisfied users.

Engine Plant for Winnipeg

The Elgin Gas Motor Co., Winnipeg, will shortly have their plant in operation for the production of the Hafa-Hors gas engine. This engine, of 1/2 h.p., is very adaptable to all chore work, and is sold by the Emerson Mfg. Co. The Elgin plant will be producing about 15 engines a day by the end of the year. It is equipped with all the latest machinery, at a cost of over \$65,000, and will employ about 45 hands. P. J. Grout, manager of the Twin City Separator Co., is one of the promoters of this first gas engine factory in Winnipeg.

TURNER

Simplicity

Dealer Opportunity

We proffer an exceptionally interesting proposition to dealers who shall handle the *Simplicity* for intensive distribution.

Where average sized farms prevail, the *Simplicity* is a sales leader. Dependable, easy and simple to operate, the *Simplicity* has abundant power for all year around belt and drawbar jobs.

To back our nation-wide distribution, we have territories now open to dealers who want a live wire proposition covering small areas. Immediate action is necessary. Address

The Turner Manufacturing Company

215 Lake Street, Port Washington, Wis.

"Manufacturers of *Simplicity* Engines for eighteen years"



The Practical Tractor

14-25
3-Plow
Kerosene burning

A Great Industrial Exposition

The concentrated world market is established at Grand Central Palace, New York, the greatest exhibition building in the world. It is located in the very center of the new uptown business section of New York. In connection with this International Exposition of Industries, are the following sections: The International Machinery and Mining Industries Exposition, Municipal Equipment Exposition, Farm Tractor & Implement Exchange, Hardware & Housefurnishing Exchange and Factory Appliance Exposition.

The immense farm tractor and implement exchange contains every variety of farm tractors, power farm implements, accessories, a hundred and one small and large agricultural implements, harvesting machinery, silos, farm water plants and allied products. Power farming has become almost a necessity with the scarcity of men, the extraordinary cost of labor and the great advantage that comes to the farmer in profits by working with these wonderful machines. Few implement developments are equal in extent and value to the things used in everyday life of the home.

The New York passenger car and truck shows will be held January 24-31. In New York passenger cars will be exhibited on four floors of Grand Central Palace, while the truck exhibit will be held in the 8th Coast Artillery Armory, the largest in the United States. The Chicago passenger car show will be held in the Coliseum and Armory, while trucks will be displayed in the International Amphitheatre.

Electricity the Solution for Cheaper Eggs

"Here in Canada, where our winter days are short," said S. F. Ricketts, manager of the Lalley Farm Lighting Co., Winnipeg, "successful experiments have been made by the Manitoba and Ontario Agricultural Colleges, with artificial light in poultry houses.

"Poultrymen know that a hen who spends too much time on the roost is a poor layer. This is very much the case in the winter when the daylight hours are few and the weather cold. The hen stays at work and lays better when the hours are longer. The reason for this is that a hen, to be a good producer, must be given the necessary egg producing food, and the proper length of time to eat and digest it thoroughly."

Experiments by the above colleges with electric lights to lengthen the hen's working day during the winter months, have given good results. Electric lights were used in the hen houses at night and in the morning. It was found that hens lay better, and the cost of the light was made up many times over, in the increased egg production. The

hen gets roughly five hours extra daily to attend to business. Dealers selling electric lighting plants should advise the farmers owning installations to wire their hen houses.

Publish the list of your cream separator purchasers. Print the names of those who have bought your spreaders. Then see if it makes anybody mad.

AN ANNOUNCEMENT

BY THE

Maytag Company, Limited

TO THE RETAIL HARDWARE AND
— IMPLEMENT DEALERS OF —
ALBERTA AND BRITISH COLUMBIA

BY THE FIRST of the New Year we will have in operation at Calgary, a Branch House, where we will carry a full line of The Maytag Washing Machines, and Repairs for them. Also a full and complete stock of Thresher Supplies, as well as the RUTH Self Feeder and Repairs and Extras.

*Orders for anything in our line,
after the first of January, 1920,
should be sent direct to THE
MAYTAG COMPANY, LTD.,
806 Ninth Avenue, West, Calgary.*

In this connection we wish to say that our business relations with the Merchants Hardware Specialties, of Calgary, who have had the sale of our Washing Machines, and The W. S. Cooper Co., who have handled the Ruth Feeder and Extras, have always been more than satisfactory.

We feel that by putting a manager there, who will be able to give his whole time and attention to the business, that the business will not only be increased, but that our old as well as the new customers will have better service on account of the manager who will be in charge being more familiar with the line than anyone else could be who has not had the expert training and experience he has had.

Mr. C. W. Gilson will be the manager for Alberta and British Columbia, and will be pleased to meet his old friends and customers whom he has done business with for years in the West, as well as many new ones.

THE MAYTAG COMPANY, LTD.
WINNIPEG

Tubing in BT Stalls

1 7/8 inches in diameter

BT Steel Stalls Are Heaviest

The heaviest materials which it is possible to obtain are used in BT Steel Stalls.

The Tubing used in posts, partitions and head rail is 1 7/8 in. (commonly termed 2-inch) solid welded, full weight steel tubing. It weighs 2.68 pounds per foot. We use no hard steel tubing or light grades in our stalls. BT Steel Stanchions are made of heavy U Bar Steel 5/32 inch in thickness. The material weighs 1 1/2 pounds per foot and will stand tremendous strains.

BT Stalls stand up under heavy use. They will stand rust and the rough treatment of the cattle and give satisfaction as long as the walls of the stable stand and the floor lasts.

Write for further information about BT Steel Stalls to nearest branch.

Beatty Bros. Limited

Winnipeg, Man. Fergus, Ont.
Edmonton, Alta. London, Ont.
Montreal, Que. St. John, N.B.
16 Holborn Viaduct, London, England

"The Best Exhibit of the Show"

That was the unanimous opinion of the thousands of visitors who attended the National Dairy Show, in Chicago. The 1919 National Dairy Show will go down in history as the greatest show up to this time that has been staged and the Sharples people surely outdid themselves in preparing a magnificent exhibit for the show. The location of the exhibit was a most advantageous one, inasmuch as it met the gaze of every attendant at the show, as he or she went through the main entrance. Designed with an eye to beauty, as well as for a splendid working exhibit, it occupied one of the largest spaces in the show and attracted thousands of visitors.

Tractor Repairing

We do farm tractor repairing — any make—any size tractor overhauled, rebuilt, exchanged and sold. List yours with us. We are in the tractor business only and have buyers waiting. Write to

Tractioneers
LIMITED.

11 NOTRE DAME—TACHE AVENUE
ST. BONIFACE, MAN.

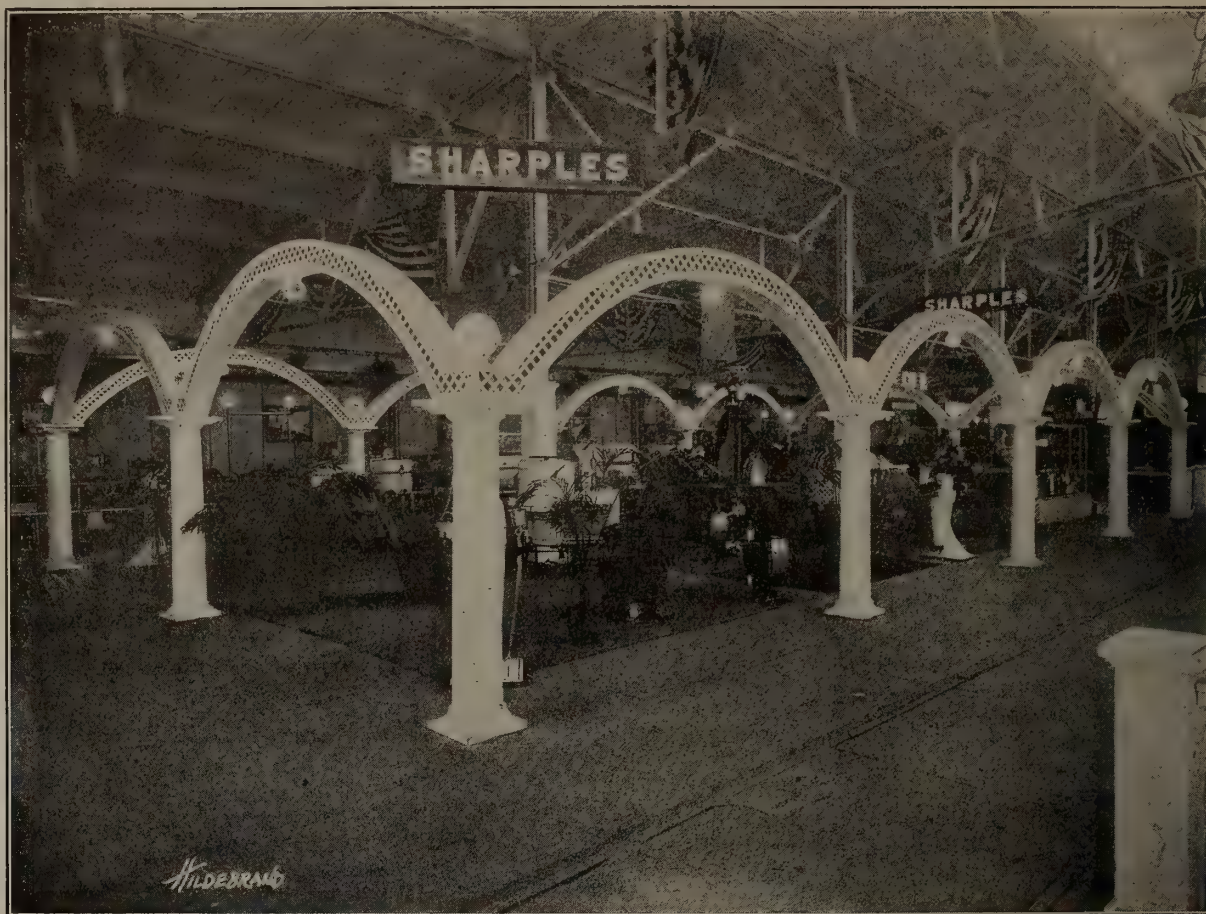


Exhibit of Sharples Separator Co., at National Dairy Show, Chicago

The sales work of this exhibit was in charge of sales manager H. H. Gill, of the West Chester office, ably assisted by sales man-

agers R. D. Welton and Henry Boerschinger, of the Chicago office, with a corps of twenty Sharples salesmen. Every dairy machine manufactured by the Sharples Separator Co. was shown in this exhibit and arrangements had been made for the comfort of the visitors by the installation of a great many easy chairs and seats. P. M. Sharples, president of The Sharples Separator Co., and C. M. Burdette, vice-president and general manager, were in attendance during part of the show.

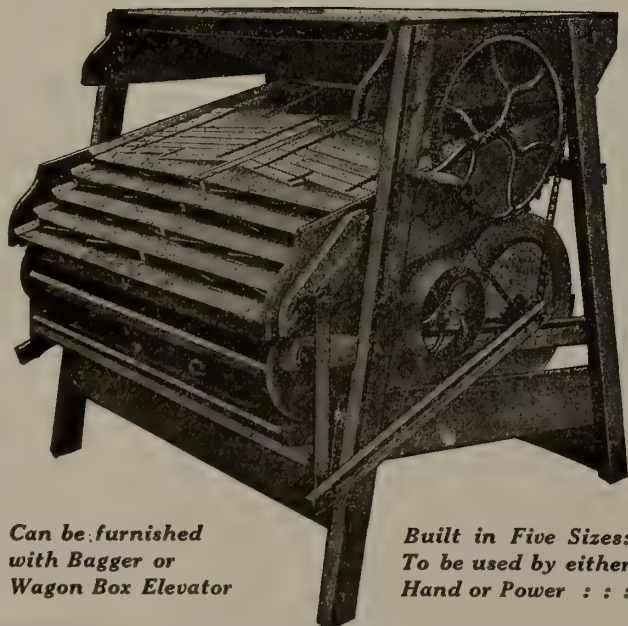
four-bottom sizes, on all of which the wheels and coulters are mounted on Hyatt bearings. Another new line consists of disk plows, also Hyatt equipped in the wheels, with power lift. These are made in two, three, four, five, six and eight-disk sizes.

The company will also make a tractor disc and a grain drill with foretruck to be controlled from the tractor. A silo filler, several styles of tanks and tank wagons will be further additions to this well known line. Avery are assuredly giving the dealer a remarkable opportunity for the sale of power farming equipment.

ANNOUNCEMENT

Winner Fanning Mills

ARE NOW ONLY SOLD BY THE
ORIGINAL MANUFACTURERS



Can be furnished
with Bagger or
Wagon Box Elevator

Built in Five Sizes:
To be used by either
Hand or Power :::

The **WINNER** Mill has been greatly improved and is now manufactured and sold only by us. We are willing to send this Mill on trial to any reliable dealer on a guarantee to do better and faster work than any other Mill.

DEALERS: WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LIMITED
WINNIPEG, MAN.

The Avery Line for 1920

The Avery Co., Peoria, Ill., has announced several additions to their line for 1920. To their previous line of 8-16, 12-25, 14-28, 18-36, 25-50 and 40-80 tractors, and the 5-10 lightweight tractor they have added a two-bottom six-cylinder tractor.

To the thresher line, which has consisted of the 28 x 46, 32 x 54 and 36 x 60 "Yellow Fellows," and the 20 x 30 and 24 x 36 "Yellow Kids," the company has added a new individual size with a 22-inch cylinder and 32-inch rear, carrying Hyatt roller bearings on the cylinder and blower.

The 4-cylinder single-row motor cultivator and the 6-cylinder two-row will be continued as before.

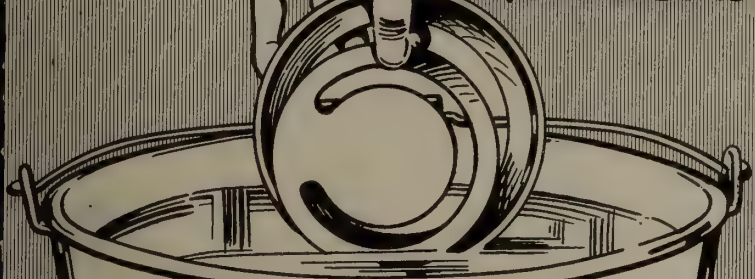
In addition the company will market a line of light, rigid beam tractor plows in two, three and

Increased Production for Cushman

E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Neb., paid a visit to the Winnipeg branch early in December. He states that increased factory facilities will make it possible to produce a surplus of engines during the winter months. At present the engine demand is greater than the factory can supply.

"Never before have we had such a heavy fall demand," said Mr. Sawyer. "Now that we have increased factory capacity we feel sure that we will be able to produce a surplus during the winter months, but our fall and winter orders and specifications from Canada and the United States for next year indicate that all our increased capacity will be used to the full limit."

Try This Test — on BT Leathers



Put any BT Pump Leather in a bucket of water and leave for several hours. The BT Leather will remain quite as firm as when first put in the water. BT Leathers act in just the same way when put on a pump. A plunger fitted with BT Leathers will maintain a water-tight and air-tight fit long after other leathers have become as limp and useless as a wet rag. Better hides are used in BT Leathers, and greater care is taken in the process of manufacture.

Find out more about BT Leathers, Cylinders, Pumps, etc., by writing to

Beatty Bros. Limited

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
16 Holborn Viaduct, London, England

CUSHMAN LIGHT-WEIGHT ENGINES

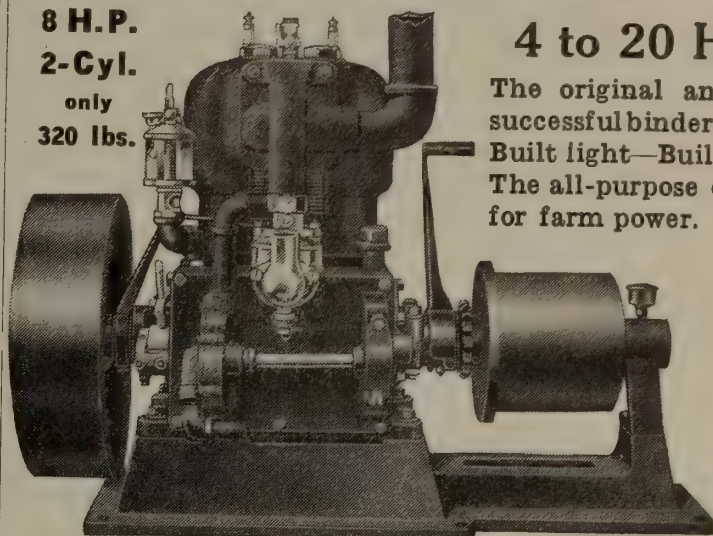
8 H.P.

2-Cyl.

only
320 lbs.

4 to 20 H.P.

The original and only successful binder engine. Built light—Built right. The all-purpose engines for farm power.



Cushman Engines do every job that any other engines can do, and many jobs that other engines cannot do. Our 8 H.P. is unequalled for heavy grinding and any power requirements from 3 to 9 H.P. Has Throttle Governor, Schebler Carburetor and Friction Clutch Pulley. Ask for literature on Cushman light-weight engines.

Get the Cushman Contract for 1920

We are exclusive Selling Agents for: Tractors, Light Tractor Plows, Combination Threshing Outfits, Engines, Land Roller and Sub-surface Packer, 24x46 Tractor Separators, Straw Spreaders, Electric Lighting Plants, Cutter Gears, "New Superior" Fanning Mills, Lincoln Grinders, Smut and Pickling Machines, Saws, Vacuum Washers, Shinn-Flat Lightning Conductors, Incubators, Hoiland Wild Oat Separators, Automobile Accessories, etc.

Ask for Particulars, Prices and Agency Offer

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.



COMBINED TWO AND THREE-HORSE EQUALIZERS



FIVE HORSE GANG PLOW EVENERS

**Dealers: Hitch Your Business in 1920 to
GREGG Wagon and Implement WOODS**
They Draw The Demand To Your Store

"If it
Comes from
GREGG
it Must
be Good"



STEEL CLAD WAGON SINGLETREES, EVENERS and
NECKYOKES IN SETS

ALL LEADING
JOBBER
HANDLE
GREGG GOODS

ASK YOUR
JOBBER

Leaders in Materials, Finish, Quality and Big Demand

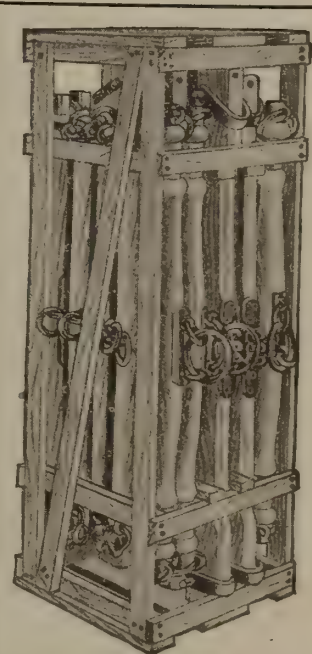
Your prosperity throughout 1920 will depend upon the stability and quality of the lines you handle. When hard wear and enduring service have worn the paint and varnish from Gregg Goods, they go on helping the farmer haul any load. Beneath the finish of Gregg Woods are only the finest, selected hardwoods. A line you can handle with profit—OUR LINE INCLUDES: Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets, Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners, 5 and 6-Horse Tandem Eveners, etc.

WAGON HARDWARE: Clips, Ferrules, Hooks, Neckyoke Center and End Irons, Wagon Box Straps and rods, etc.

Tie up to the GREGG Line for Profit and Satisfaction

The Gregg Manufacturing Company, Ltd.

Winnipeg :: Man.



Quick Sellers

Crated Sets of steel-clad wagon singletrees, eveners and neckyokes, including: 6 eveners, 2x4 or 4 1/2x48; 6 neckyokes, 2 3/4x42 or 3x48; 12 full strap singletrees, 2 3/4 or 2 5/8x36 inches. Attractively painted, striped and varnished. Weight: 240 lbs.

Anderson-Roe Co. Handle Complete E-B Line

Anderson-Roe Co., Ltd., is the corporate name of a machinery distributing concern recently organized in Western Canada. The president and general manager of the company is H. F. Anderson, for many years manager of the Tudhope-Anderson Co., Ltd. The company will have its headquarters at Winnipeg, with branches at Regina, Saskatoon and Calgary.

E. J. McFarlane is secretary-treasurer, of the company, S. H. Roe, manager at Calgary, and C. F. Roe, manager at Regina. The company opened for business Dec. 1st. Travelling staffs will cover the territory out of all branches and as all the incorporators are well known to the trade throughout Western Canada, Anderson-Roe Co. should have a widespread connection throughout the Canadian West. Their aim, states the management, is to handle the best lines and give dealers prompt service and real co-operation.

The full line of the Emerson-Brantingham Implement Co., Inc., Rockford, Ill., will be handled, including tractors, separators, plows, discs, drills, engines, etc., also the "Osborne" line of binders, mowers and hay tools. In Saskatchewan, however, the tractors and threshers will still be handled by the E-B branch at Regina. This gives dealers in Western Canada an opportunity of handling one of the most complete leading lines in North America. In addition to the above, the company will handle, in Manitoba, Tudhope carriages, Canada Carriage Co. vehicles, Munro & McIntosh vehicles, Woodstock wagons and sleighs and Heney harness. In Saskatchewan they will not handle Munro, McIntosh vehicles or Heney harness, but will have, in addition, the distribution of the Heney vehicles. In Alberta the complete line, both Emerson-Brantingham and Canadian-made goods, will be handled by the new company.

Harry F. Anderson, president of the Anderson-Roe Co., is one of the best known men in the implement trade in Western Canada. He was born in Newcastle, Eng., and educated at King William College, Isle of Man and in Switzerland. Mr. Anderson is a remarkable linguist, having visited France to assist a Canadian implement commission some fifteen months ago. He came to Canada in 1880, and for two years studied agriculture at the Ontario

Agricultural College. In 1882 he took up land at Oak River, Man., and farmed until the Rebellion in 1885, through which he served with the old 91st Batt. After the Rebellion he was appointed collector for Manitoba for John Elliott & Son, London, Ont. When that firm withdrew from the west, Mr. Anderson took the local agency at Winnipeg for the McCormick Harvesting Machine Co. He continued with this com-

With a fine selection of lines, and controlled by men who are experts in their business, Anderson-Roe Co. should merit their share of the trade in Western Canadian territory.

The Use of Motor Trucks in Farming Areas

Nowhere else has the motor truck proved itself of more assistance than on the farm. It is



The Motor Truck Holds Possibilities for Implement Dealers

pany until 1889, in which year he formed a partnership with the late Joe Bryan, and took on the Emerson, Tudhope and Chatham lines. In 1906 Tudhopes, of Orillia, joined the business, which was extended to cover Alberta, the firm being known as Tudhope-Anderson & Co. In 1909 the Tudhope-Anderson Co., Ltd., was organized, Mr. Anderson continuing as manager until he severed his connection with the company last month. With an invaluable 34 years' experience in every side of the implement and tractor business, and possessed of great executive capacity, Mr. Anderson should have every success in his new venture. His many friends in Canada's implement industry will wish him the best of luck in carrying on his new organization in the Canadian West.

S. H. Roe (who doesn't know Sam?) will control the Alberta end of the business. Mr. Roe belongs to Hudson, Wis., and came to Canada with the McCormick Harvesting Machine Co. long before he ever dreamt of owning racehorses of international fame. He worked in Winnipeg with the Harvester Co., later joining the forces of Tudhope-Anderson & Co., and for them he went west to take over the management of the Calgary branch. The lure of the foothills held Sam. He has been there ever since, and is one of the best known men in the implement trade of Alberta. His brother, C. H. Roe, manager at Regina, has for seven years worked out of Calgary for S. H. Roe & Co.

estimated that by the end of the current year there will be 300,000 trucks used by farmers in the United States alone. These trucks will take the place of some 1,200,000 horses which in turn will release for agricultural purposes about six million acres of land used today to raise feed for the horses.

To ask a farmer these days as to what way the motor truck assists him most in carrying on his work, is to receive the reply that it aids him in every detail of his multiple tasks, from the time he starts to break ground in the early spring until he has sold his crops. No other piece of farm equipment has contributed more to his better paying business than the motor truck.

On the farm the motor truck is capable of meeting many and varied needs. It replaces from two to four men. It is making the farm a more enjoyable place to live on and farming a bigger, better and more profitable business.

The motor truck has a place in every line of business endeavor today where adequate, dependable and economical transportation is essential. It is an economic necessity. It is the only practical solution to our problem of commercial transportation.

The success of motor truck use, however, depends to a very large degree on the character of the roads over which the trucks run. Bad roads increase the operating costs, and consequently the rates to patrons, beyond the point of economy. Trucks are destructive to roads unless the roads are

permanently built as is essential. The cost of purchasing a motor truck may vary from \$800 for the lightest type to \$6,000 or more for those of 5 to 10 ton capacity. The cost of operation depends on many factors among the most important of which are: the type of truck selected, the character of the roads, volume of haulage, reliability of driver, type of service rendered and length of route covered. No two routes are enough alike to warrant placing much value on statements as to average cost, at least until something approaching a standardized cost system has been generally established.

A comparison of the cost of motor truck hauling and hauling by horse-drawn wagon is given by the United State Department of Agriculture. This report states that tests between wagon and motor hauls from farms to shipping points show results much in favor of the motor haul. In one of these tests the motor truck, which traveled a 25 per cent longer distance, made 183 per cent more round trips, carried 48 per cent more corn, 50 per cent more wheat and 83 per cent more cotton. This work was done at 45, 50 and 37 per cent of the ton-mile cost of wagon hauled corn, wheat and cotton respectively.

Farmers Raise a Point

At a conference of farmers and implement dealers in the United States, the agriculturists said that their experience lead them to believe that the local dealer was the man to patronize. Heated discussion took place on many points, but the most prolonged argument was brought about by this question: "Why cannot costs due to experiments, mistakes made by manufacturer, loss due to unused castings in stock, and various other losses and inefficiencies, be apportioned along the line and not heaped on the farmer?" It was pointed out that the farmer is getting the benefit of all these experiments, but he should not be required to pay for the inefficient business capacity of others.

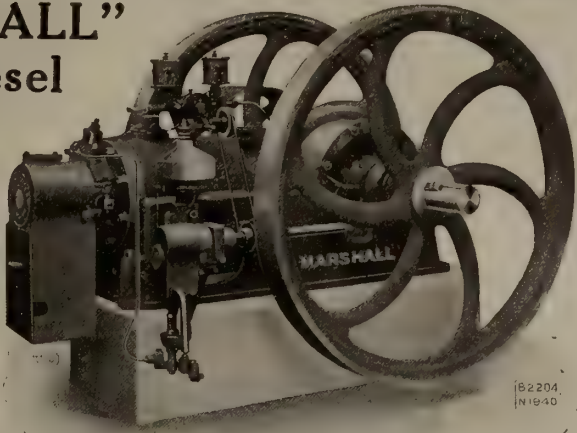
Churn Prices Up

Following advances in other lives of woodenware, which have been steadily rising, new prices are now effective on churns. New prices show an increase of approximately 6 per cent over former quotations. New discounts now in effect are 15 and 5 per cent.

Make 1920 your best year.

"MARSHALL" Semi - Diesel Crude Oil Engines

Sizes in stock: 10-12-16 and 20 B.H.P. The most efficient engines for electric lighting, pumping, sawing, flour mills and all heavy service. The farmer wants plenty power. Sell him a "Marshall" — real power economy. Automatic ignition. Easy starting. No poppet valves. Magneto or battery ignition. Ask for full particulars and prices.



**"Marshall" Tractors and Engines are
British Built and British Quality
Foremost for Service—in Peace as in War**



Dreadnaughts of the Prairies

Made in two sizes: 16 Draw-bar H.P. with 30-55 H.P. on the belt, and 32 Draw-bar H.P. with 60-70 H.P. on the belt. For economical plowing, road grading or belt work, the biggest tractor value sold. Our tractors are built like a battleship and run like a watch. Low fuel consumption; dependable. The dealer's profits are not absorbed by service as is often the case. Get special catalogue and investigate "Marshall" quality.

Dealers: Pay us a visit. We are located on Eleventh St. West and will be glad to show you our lines.

LITERATURE, PRICES AND PROPOSITION ON REQUEST

MARSHALL, SONS & CO. (CANADA) Ltd.

P.O. Box 1564

(ENGINEERS)

Phone: 3393

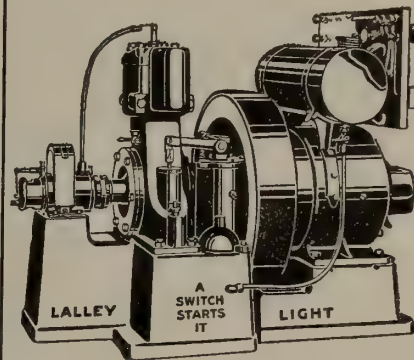
SASKATOON, SASKATCHEWAN

LALLEY-LIGHT

THE BALL-BEARING ELECTRIC LIGHT PLANT

A LIGHTING PLANT

Offers the best inducement to the far-sighted dealer judged from the point of sales and profit. Besides giving light, cheer and comfort, its utility in supplying much needed power on-the-farm for wife and husband alike has made it an absolute necessity.



LALLEY LIGHT

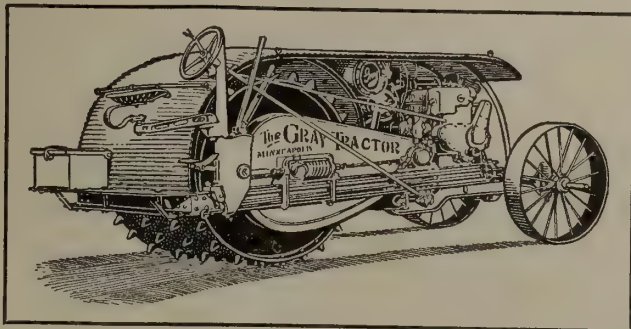
Is backed by 10 years' service. Over 20,000 plants already installed on farms. Some good profitable territory is still open —act quickly.

Distributors for Manitoba and Northern Saskatchewan

The Lalley Farm Lighting Co. Ltd.

52 Princess Street, Winnipeg

GRAY TRACTOR



These are some reasons why YOU should handle the Gray Tractor.

The Gray Tractor is constructed so that flexibility and strength are quite evident, equipped with four-cylinder Waukesha motor, has 18 h.p. at drawbar and 35 h.p. at belt: 54-inch driving

THE Gray Tractor has fully demonstrated to many farmers of Western Canada the real value and usefulness of the Gray Tractor features—the Wide Drive Drum and the side-hitch. These features readily recommend themselves to the farmer who appreciates real Tractor value and efficiency in operation.

drum. All working parts enclosed and running in oil bath.

Our illustrated catalogue shows in full detail the entire construction of our machine. Our agency offer is attractive. Write us for full particulars.

DEALERS: Gray Tractors are Your Opportunity for 1920. Act Now

GRAY TRACTOR COMPANY OF CANADA, LIMITED

307-309 Electric Railway Chambers

Winnipeg, Man.

Changes in Price of I. H. C. Lines

The International Harvester Co. has made a readjustment of prices on many of its machines, according to an official announcement. The change in the price schedules is made by the company notwithstanding the fact that there have been no marked reductions in the price of material and wages have advanced. There has been one noticeable advance—the price of lumber. The company, in announcing the changes, states that “the net result in a measure is a leveling process.”

The following reductions apply to machines handled in the west by the International Harvester Co. of Canada:

Grain Binders	\$10.00
Reapers	5.00
Mowers	3.00
Sulky Rakes	2.50

Tedders	5.00
Hay loaders	4.50
Hay presses	40.00
Corn planters	2.00
Sulky plows	10.00
Gang plows	6.00
Seed drills	5.50
Disc harrows	5.00
Feed crushers	1.00
Threshers (22 x 38)	55.00
Stationery engines and wagons	
will remain at the same price, although in connection with wagons, material costs have advanced greatly.	

A New Siphon Air Washer

The importance of means of removing dust particles from the air before admission to the carburetor and cylinder of trucks and tractors has lead to the development of various devices for this. Amongst these are cloth

screens, whirling currents of air and the passing of the air through a submerged screen or plate. The Tractor Appliance Co., New Holstein, Wis., in describing their siphon air washer, as used on Lauson kerosene tractors, claim the following objections to the old methods: Cloth or felt screen clogs and offers resistance to the air; the dust met in tractor operation is light and is, therefore, hard to separate by centrifugal action; the submerged float system does not break up the air stream—dust being carried in the bubbles formed.

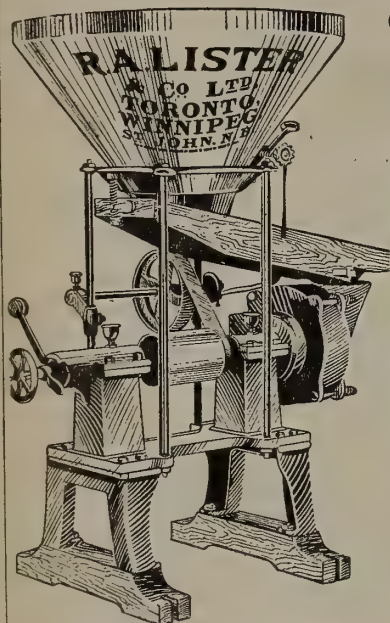
Floats, as used, are light, and with the vibration of the tractor they may be damaged and spring a leak. The cleaner is then useless. The siphon air washer, as produced by the Tractor Appliance Co., is shown in section

in an article in this issue dealing with the new style Lauson tractor. We illustrate the air washer as installed on the tractor, with the water running from the drain valve in the bottom. This cleaner has no float or loose working



Showing the Air Washer in Position

parts, and works on the principle of injecting a liquid into an air stream. In fact, its action is almost identical to a carburetor. The air passes through a curved tube in the low bend of which a partial vacuum is created. This sucks in water from the tank of the washer, the whole of the air current being subjected to a spray of water. The amount of water entering the tube is automatically regulated. After the mixture of air and water leaves the tube, it is thrown against an inclined screen. Part of the water drops down through the air stream, part adheres to the plate. The water drops back to the lower chamber. The air passes to an upper chamber, where baffle plates take away all surplus moisture, the air supply passing to the motor in a dry but highly saturated condition, as is necessary.



Lister Grinders—Greatest Capacity on Lowest Power

“LISTER” LINES Mean Increased Business—Profits—Prestige

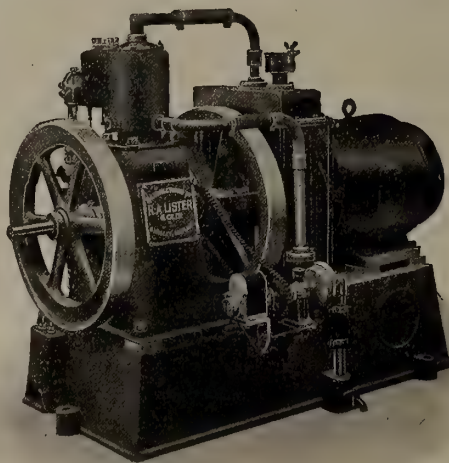
Let Lister machines work for you next year. They are known everywhere for quality, efficiency and service.

Our Line Includes:

“Lister” and “Canuck” Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, “Melotte” Cream Separators, Milking Machines, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

Lister-Bruston Automatic Electric Lighting Plants

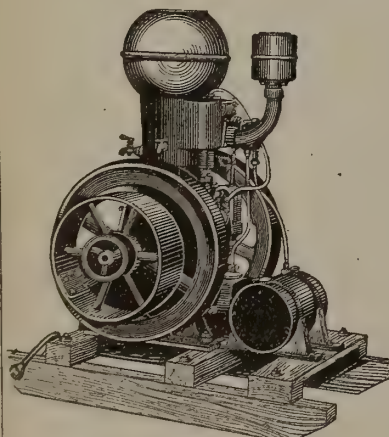
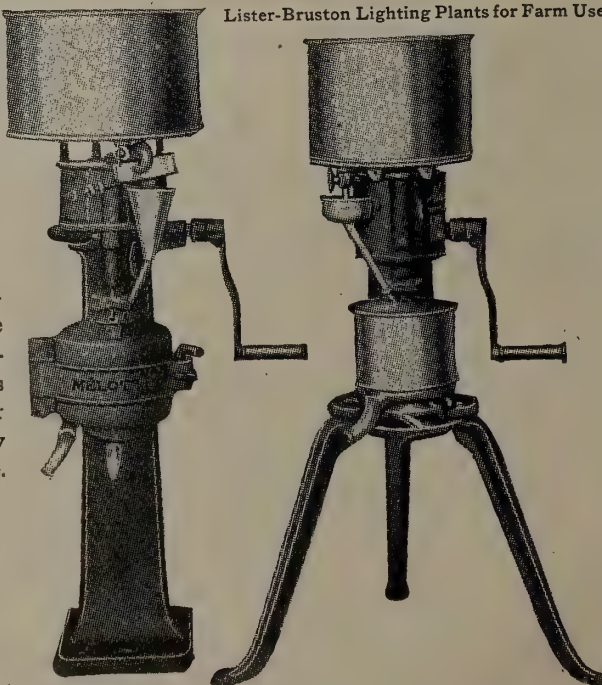
Made in 14 sizes. Capacities from 40 to 1500 lights. A size you can sell for every demand. Driven by the famous single, twin and four-cyl. Lister engines.



Lister-Bruston Lighting Plants for Farm Use

“MELOTTE” Cream Separators

We are sole Canadian distributors for this line. The Separators with a world-wide reputation. Capacities from 280 to 1300 lbs. per hour. Easily-driven, easily cleaned, strong, durable. Place your orders NOW.



Lister Engines, 2, 3, 5, 7 and 9 H.P.

Our Agency Contract for 1920
Will Interest You

Write for particulars of our complete line

R.A. LISTER & CO. (Canada), LTD.

Winnipeg, Man.

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Toronto, Ont.

PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL

Phone 607

19-6th Street Brandon, Man.

An Italian Four-Drive Tractor

A tractor of novel construction is being manufactured by La Moto-Aratrice, Milan, Italy. It is called the "Pavesi P.4." According to the Implement and Machinery Review (London) this tractor consists of one frame in two parts; the front part, carried by an axle, bears the engine, the differential, the transmission drive to the front wheels, the controls, the steering gear, the seat, the radiator, and the fuel tank; the other part, also borne by an axle, simply carries the transmission mechanism from the engine to the rear wheels, thus linking up the whole driving system. The chain drive to all the wheels is enclosed in dust and dirt-proof guards. Both front and rear wheels are spring mounted, so that shock and vibration are reduced to a minimum. A 16-30 engine, on distillate, gives a plowing speed of about two miles per hour, pulling three to five furrows. Special provision is made whereby the land wheels can be raised for deep plowing. A lever raises both wheels. The makers say that power is transmitted to the four wheels in all cases. The transmission shaft can be removed and the forepart of the tractor, with its two wheels, can be detached to haul any implement or road vehicle. In tractor tests in France this tractor pulled two 3-bottom Deere plows. The weight of the machine is 1,180 lbs.

Gregg Plant Busy

A. L. Welton, general manager of the Gregg Mfg. Co., Winnipeg, states that despite the difficulties encountered in procuring hardwoods the Gregg factories are exceptionally busy meeting a phenomenal demand. They are working a day and night shift, and will be doing so for the next four months or more. This speaks well for the popularity of Gregg products. The company make a complete line of plow and implement woods.

Reduction in Twine Prices Certain for 1920

Sisal is now available to manufacturers of binder twine at a price of $7\frac{1}{2}$ cents f.o.b. Gulf ports. Farm Implement News points out that last season the twine prices were based on 17-cent sisal, for although the fibre was sold at a lower price, the U. S. food administration, which then had control of twine, allowed the manufacturers an extra margin to offset the higher cost of the fiber and twine carried over from

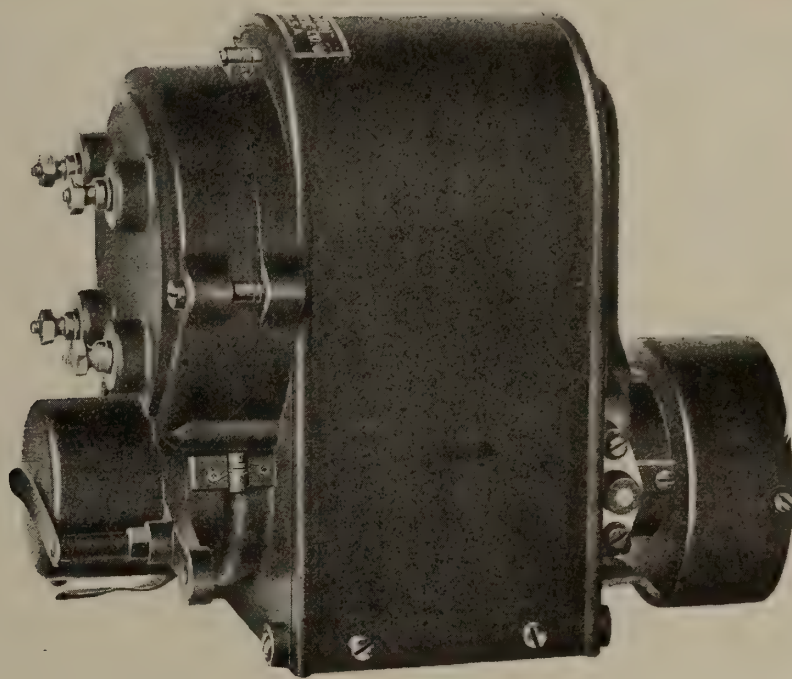
the season of 1918. This, says our contemporary, does not mean, however, that all of the fiber required for 1920 has been or will be purchased at $7\frac{1}{2}$ cents. The average will be somewhat higher, due to purchases made before the latest crop, but the average will be enough lower than 17 cents to justify a very heavy reduction in the price of twine compared with the 1919 price. It is further

stated that the total visible supply of sisal is now 1,200,000 bales, or over three times what will be needed for 1920 twine requirements.

Harness Prices

All lines of harness have increased 15 per cent during the past three months, due, it is said, to the scarcity of leather and in-

creased wages. Harness men are unable to say whether or not further increases may come during winter. If they can't hitch up horses, farmers will just have to get tractors. A tractor now costs only a smile or two more than a set of harness, anyway. A thought arises: Next summer few of us will be able to afford belts. Thank heaven, binder twine is getting lower in price.



A more dependable magneto, with a hotter spark—a magneto that enables you to get that last atom of power from your fuel—a magneto that means long service, a magneto with a true automatic impulse starter—that is the time-tested Kingston.

KINGSTON MAGNETOS

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

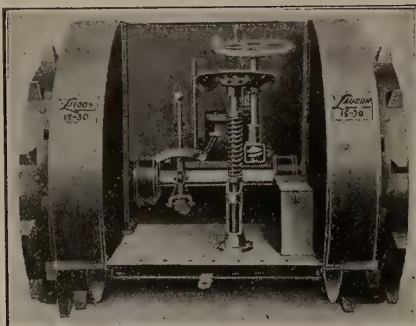
BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

Lauson Announce New 15-30 H.P. Tractor

Every farm machinery dealer knows that it is real economy to hitch five horses to a gang plow and let them take it easy rather than to use four horses and work them to death. Surplus horse power always pays—as is evidenced by the fact that the John Lauson Mfg. Co., New Holstein, Wis., are now putting out their new size 15-30 H.P. Full Jewel Lauson tractor—which takes the place of the 15-25 formerly manufactured. The company will specialize on the one size machine, and by this concentration on one model can guarantee big production and the highest quality at a price no higher than the average machine of similar rating.

Since entering the tractor business some years ago the John

Lauson Mfg. Co., have adhered to the 4-wheel type, which has required very few changes. There has been no change in the general



Ample Platform Room and Convenient Levers are Noticeable

design of Lauson tractors during the five years they have been produced in quantity, however, many improvements and me-

chanical refinements have been added.

The Lauson tractor is commonly referred to as the Full Jewel Tractor. This name being derived from its roller bearing construction. Twenty-four Hyatt and Timken roller and ball bearings are used. These expensive bearings reduce friction to the minimum, thus increasing the delivery of power both at belt pulley and drawbar. Lauson tractors, says the company, are

ings. In addition to this standard force feed, a splash pan and connecting rod dippers splash the oil to all parts—gears, camshaft, piston pin and piston. This, states the manufacturers, actually makes a dual lubricating system, embodying the force feed and constant splash systems.

A Lauson governor is used, of the ball-bearing type, driven by special gear from camshaft. It is enclosed in a dust-proof case and is auto-

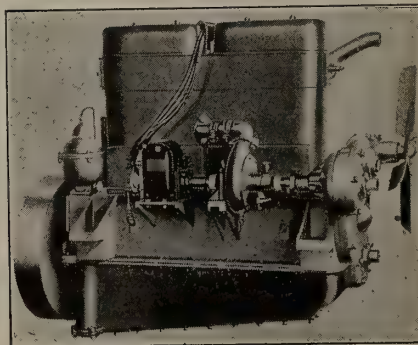


The New 15-30 H.P. Lauson Tractor, With Adjustable Canopy.

not assembled machines but are built complete in the Lauson factories. They are a continuation in quality of the Lauson and Frost King farm engines, known to implement dealers for the past 25 years.

Bigger Engine Capacity

The motors in Lauson tractors are given a long pulling test at



The Engine is 4 3/4 x 6 inches, Valve-in-head type.

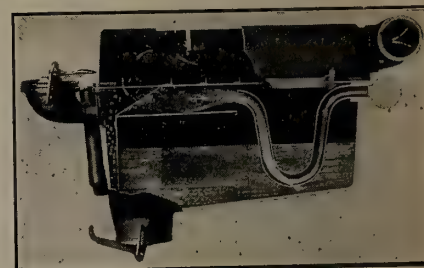
the factory before they are placed on the chassis. In the new Lauson 15-30 the engine is 4 3/4 bore by 6 inch stroke, valve-in-head type. This new engine is equipped with a gear driven fan, eliminating the troublesome fan drive. Extra heavy crank shafts, of 2 3/8 inch chrome vanadium steel are used, and the connecting rod bearings are sweated to the rods.

A dual oiling system is an important feature in this new engine. A gear driven pump in the lower crank case operates from the camshaft, forcing the oil at 20 lbs. pressure to all crankshaft bear-

ingly oiled. The action upon the governor balls actuates a damper valve in the intake manifold. This opens or closes as load increases or decreases.

The Slyphon Thermostat

Another new feature, says the company, is the Slyphon Thermostat which is now furnished as regular equipment. This permits water to circulate only through the pump and the water jackets around the cylinders, allowing the motor to quickly reach a temperature of 160 to 180 degrees, whereupon the valve opens automatically, allowing full circulation through the radiator. This, it is stated causes good combus-



Sectional View of the Siphon Air Washer on Lauson Tractors

tion and prevents fuel from passing by the pistons and diluting the oil in the crank case. The valve in the thermostatic unit remains closed when the motor is starting.

New Siphon Air Washer

In the siphon air washer there are no cloth or felt screens to clog with dust. Its construction positively prevents air stream



SALE OF Military Stores, Etc.

DRY GOODS, HOSPITAL FURNITURE,
BEDDING, HARDWARE, LEATHER
GOODS, JUNK, ETC.

Sales will be made by Sealed Tender

Persons desiring to tender are requested to register their names and addresses with the

SECRETARY OF THE WAR PURCHASING COMMISSION,
BOOTH BUILDING, OTTAWA,

stating the class of goods in which they are interested, whether new or second-hand or both.

Tender forms with full details of the goods and places at which samples may be seen, will be mailed when ready to those who have registered as requested above.

SPECIAL TERMS TO HOSPITALS, ETC.

Dominion, Provincial, and Municipal departments, hospitals, charitable, philanthropic, and similar institutions which are conducted for the benefit of the public and not for profit may purchase goods without tender at prices established by the War Purchasing Commission.

Returned Soldiers and Sailors and Widows and Dependents of Soldiers and Sailors killed in the War may obtain supplies, for their own personal use and not for re-sale, through the nearest branch of the Great War Veterans' Association who will combine individual orders and forward to the War Purchasing Commission through the Dominion Command of the Great War Veterans' Association. These services are rendered by the Great War Veterans' Association to all parties in the classes named, whether members of the Great War Veterans' Association or not.

All communications should be addressed to the Secretary, War Purchasing Commission, Booth Building, Ottawa, who will be glad to supply lists and further details to those interested.

passing through the water in large bubbles. Engineers know that in most cleaners a certain amount of dust is held in suspension in these bubbles, and while dust on outer edge is brought into contact with water, that on the inside is not and passes to the motor without being washed out. There is no float in the siphon air washer or moving parts of any kind. The siphon air washer works on the principle of injecting a liquid into the air stream. In fact, its action is almost identical to a carburetor.

When the mixture of water and air leaves the tube it is thrown against the plate partition, and as the velocity of air at this point is low, a part of the water drops down through the air stream, again bringing air and water in contact. A part of the water adheres to the plate and travels with the air current over the inclined stream, thus bringing air and water in contact for the third time.

The air then passes up to the separating chamber where by reduced velocity and baffle plates all surplus moisture is deposited and the air allowed to pass to the motor in a dry but highly saturated state. The water drops back to the lower chamber. When properly connected to the motor no appreciable amount of vacuum is caused, in fact, says the company, the adjustment of carburetor need not be changed. As the air is not passed through the body of the water remains in comparative rest, allowing the solid matter that has been washed out to settle to the bottom of the reservoir.

Thermoid Coupling Used

The new 15-30 h.p. Lauson is equipped with thermoid coupling or universal joint—a type used in leading makes of motor trucks. This coupling, between clutch and transmission, allows for a certain amount of angular and radial motion, without pressure to adjoining parts.

The clutch used is the internal expanding shoe type, engaged by pushing the clutch lever and self-locking. Easy adjustment is provided for putting more pressure on the brake shoe. The Lauson transmission is of sliding gear type, two speeds forward and one reverse. It is equipped throughout with Hyatt roller and ball bearings. All end thrust from bevels is taken up by ball thrust bearings. The pinions are heat treated steel; large gears, high carbon crucible steel. All transmission gears run in an oil bath.

The final drive is by spur gear and pinion enclosed in an oil-

tight, dust-proof casing. The drive of the new Lauson is taken from the rims of the rear wheels. The rear axle turns but does not transmit power. It is of 3-inch carbon steel, mounted in Hyatt roller bearings and fully lubricated. The front wheels are mounted on Timken bearings, the bearings being mounted in a separate sleeve, over which the front wheels fit.

An adjustable canopy, as shown, is furnished as regular equipment. The platform is unusually spacious, with all levers conveniently placed. The spring mounted seat springs back, the entire platform being low-set. The tractor is equipped with a rigid drawbar for plowing, but a swinging drawbar is also provided if short turning is required.

Cold Weather Tips

The Avery Company are now sending out the 1919 issue of their "Cold Weather Tips" circular. This publication gives complete instructions on how to prevent freezing in the tractor motor during winter. Copies can be had by Western Canadian dealers from the nearest Avery branch, at Winnipeg, or Regina.

KINGSTON CARBURETORS

ONE FACT TO BEAR IN MIND

THE Kingston Carburetor combines efficient performance with established reputation. Not only is the Kingston the best, it is the **acknowledged** best. Farmers everywhere, from conclusive experience, prefer tractors that are Kingston equipped.

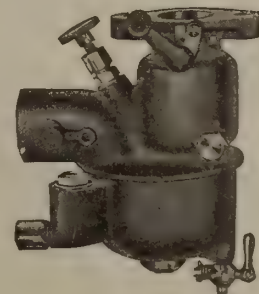
Thus the dealer who handles tractors, provided with Kingston carburetors knows that he is offering his trade the best that the market affords. He knows further that the Kingston equipped tractor is the trouble-proof tractor so far as carburetion is concerned.

Kingston Carburetors dominate the tractor industry. They have met the approval of 122 progressive manufacturers.

WRITE FOR THE KINGSTON STORY

BYRNE, KINGSTON & CO., Kokomo, Indiana, U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street



Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

S. W., Sask. — Right and left hand scrapers for disc harrow, numbered B128 and B129, are for a harrow made by the International Harvester Co. Write the nearest general agency for parts.

E. F. S., Man. — Repairs for the "Star" hay press can be had from the George Ertel Co., Quincy, Ill.

A. O. H., Sask. — The manure spreader with shaft bearing 25½, and worn gear (23 teeth), No. 42, is made by the International Harvester Co. Parts can be had through the nearest branch house.

K. S., Man. — The pump jack with pulley between gear and drive wheel is, we believe, a Hayes No. 2. For new gear write to the Hayes Pump and Planter Co., Galva, Ill.

G. G., Sask. — "Little Giant" trip hammers are handled in Western Canada by Wilkinson-Kompass, Ltd., Winnipeg. **D. Ackland & Son, Winnipeg,** also handle lines of trip hammers. The American Seeding Machine Co., Springfield, Ohio, manufacture a line of power lift seed drills, which are sold in Western Canada by Hart Parr Co. of Canada, Higgins Ave., Winnipeg.

Pump Jack Repair. — For C. F. Co., Man. We are informed by Clay Farnham, Windsor, Ont., that pump jack part CZ9 is for a Baker jack, manufactured by the Baker Manfg. Co., Evansville, Wis.

L. & B., Alta. — Gear D411 is for the feed shaft of a grain drill made by the Dowagiac Mfg. Co., Dowagiac, Mich. Write them direct for parts.

B. D., Alta. — The "Tallman" hay press is manufactured by the Ann Arbor Machine Co., Ann Arbor, Mich. Write the factory direct for parts.

W. H., Man. — The "Chanticleer" feed grinder is manufactured by the Jacob Haish Co., De Kalb, Ill. New plates can be had from factory.

G. H. Co., Sask. — Part B78 is a right-hand inside standard for a disc harrow made by J. Thompson & Sons Mfg. Co., Beloit, Wis. For parts write the Thompson Plow & Engine Works, Beloit, Wis.

M. J., Man. — For particulars regarding Bowser gasoline pumps, write S. F. Bowser & Co. of Canada, Toronto.

P. B., Man. — Sulky plow parts O184, lever rack, O198 rear axle arm and O186 pivot plate, are for a sulky plow formerly made by David Bradley Mfg. Co., Bradley, Ill. This line is now owned by Sears, Roebuck & Co., Chicago.

R. McC., Man. — Sulky plow with rear axle bracket PR193 and frog PA694 is a type formerly produced by the Racine-Sattley Co. You can obtain parts from Martin & Kennedy, Kansas City, Wis.

J. S. R., Man. — For new feed for a "Climax" ensilage cutter, address the manufacturers, the Bateman-Wilkinson Co., Toronto. The Birdsall line is handled in Canada by the Birdsall Mfg. Co., Toronto.

E. P., Sask. — Sulky plow with rear arm S415, and furrow wheel boxings OB225, is one of the Rock Island line made by the Rock Island Plow Co., Rock Island, Ill. Get part through Waterloo Mfg. Co., Portage la Prairie.

E. C. S., Alta. — For a Canadian-made feed grinder of 125 bushel capacity enquire of the J. Fleury's, Sons Co., Aurora, Ont., or S. F. Vessot & Co., Joliette, Que. Latter line is sold through the International Harvester Co. of Canada.

C. E. R., Sask. — Repair parts X113 and SB273 are a cap and boxing for a Deere & Mansin disc harrow. The Regina

branch of the John Deere Plow Co. will be able to supply you with the parts.

L. S., Man. — Burrs for feed mill, VB11 and VB12 are for an old Buckeye feed mill formerly made by the Buckeye Feed Mill Co. For repair parts address Bauer Bros Co., Springfield, Ohio.

F. H., Man. — The Twin City Separator Co., Winnipeg, manufacture grain cleaning machinery suitable for a small elevator—up to a thousand bushels capacity per hour.

B. & Co., Man. — There are no firms handling the Hinman milking machine in Western Canada. Write direct to H. F. Bailey & Son, Galt, Ont., who are the manufacturers.

W. S. T., Alta. — The No. 14 Giant Killer sweep mill is no longer being manufactured. You may be able to get the necessary plates from the Swift Mfg. Co., Waterloo, Iowa.

H. J. S., Man. — Part C4 is the outside coarse burr on a No. 13 mill made by the Stover Mfg. Co., Freeport, Ill. Write branch at Brandon for parts.

J. A. D., Man. — The hand pickling machine of scoop design is the "Economy" pickler manufactured by the Canadian Specialty Company, Moose Jaw. They can supply full particulars.

J. M., Sask. — Cannot locate makers of engine with flywheel stamped L.G. 4-1. This is a stationary engine about three horse-power, using gasoline or kerosene. It may be an early model of the New Way.

G. W. M., Sask. — Chemical fire engines for village use are handled by the Watrous Engine Works, of Winnipeg, also the R. S. Bickle Co., Woodstock, Ont.

W. O. M., Man. — The Canadian Manufacturers' Association, 1403 Traders' Bank Building, Toronto, publish a complete Canadian trade index, giving the names of all manufacturers of various lines in Canada.

Tractor Starters are Simple

The Christensen Engineering Co., Milwaukee, produce a tractor starter that gets the engine under way by the simple process of pressing a button on the instrument board. This compact starting unit, which is part of the equipment of Lauson tractors, weighs around 43 pounds. It charges the motor cylinders in proper firing order with a compressed and ready-made mixture which, when exploded, starts the engine.

A special carburetor, independent of the motor carburetor, is used to obtain the starting mixture and comes into play only when the motor is being started.

A distributor is provided so timed that the starting charge is injected into the cylinders in their proper firing order, while an air compressor storing up its charge in a pneumatic compression chamber or tank forms the final major unit.

The air released from the compression chamber passes through the small, non-adjustable carburetor, where it is instantly converted into a readily fired mixture and delivered to each engine cylinder on its power stroke by the distributor.

The compression under which the charge enters the cylinder exerts sufficient force to depress

the piston of the cylinder next to fire, causing ignition. This operation continues successively on each cylinder until the motor is started. The entire process is accomplished by pressing on the control button, conveniently mounted on instrument board.

Allis Chalmers Farm Tractors

Under this title the Allis Chalmers Mfg. Co., Milwaukee, Wis., has recently brought out a small booklet descriptive of its 18-30 tractor. This calls attention to the various points of merit of this tractor and shows several illustrations. It also gives an idea of the company's manufacturing facilities.

A Display Board for Wrenches

The Whitman & Barnes Manufacturing Company, St. Catharines, Ontario, are putting out an attractive new board for displaying their drop forged wrenches.



A Dealer's Display Board for Wrenches

The background is light golden oak, the display card is black with gold lettering.

The wrench board is designed to be of greater assistance to tractor, implement and automobile dealers and their customers. Each wrench number is plainly marked in red. Wrenches may be had either semi-finished or black enamelled finish. As the new board is only 8 inches wide by 28½

inches high, it may be used to advantage in the window as well as on a store column or walls.

The assortment of ten sizes of double head wrenches, three of each size, is not intended to be complete. It does, however, include the most popular sizes for general farm use, and so serves as a guide to the purchaser as well as a silent but effective salesman for the farm implement dealer.

The U. S. Tractor

We have received from the U.S. Tractor & Machinery Co., Menasha, Wis., their new booklet, illustrating and describing the "Uncle Sam" 20-30 h.p. tractor. This publication is most attractively compiled, with excellent engravings of the different parts of the machine. "Uncle Sam" tractors are powered by a 4-cyl. heavy duty motor, 4¾x6, with Bennett carburetor and air cleaner. Dixie h.t. ignition is used. The transmission is Nuttall, live axle design, all gears and bearings running in oil. Timken roller bearings are used throughout. Two forward speeds and one reverse are provided. The U.S. tractor is 143 inches long with a wheelbase of 85 inches. It weighs 4,000 lbs., and has a capacity of three or four plows.

Hyatt Service in England

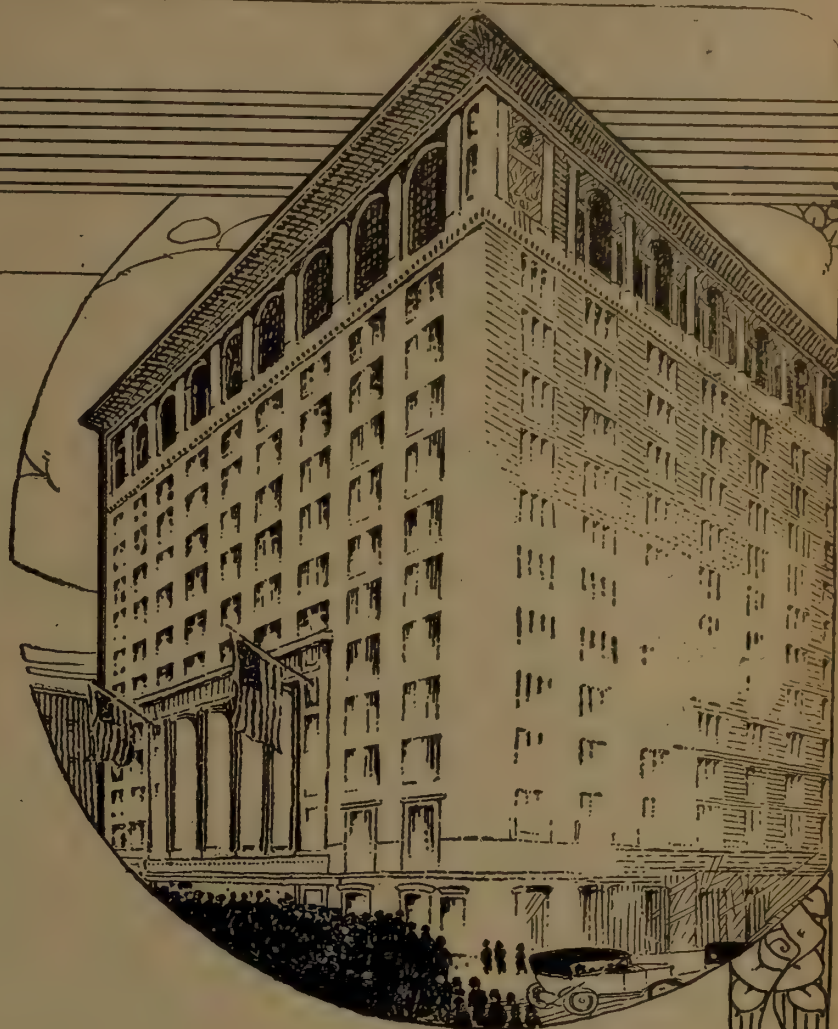
At the request of the British Commission a representative of the Hyatt Roller Bearing Co., Tractor Division, Chicago, conducted a series of dynamometer tests in Lincoln, England, during the English tractor trials held in September. This event was competitive and not unlike the old Winnipeg contests. J. E. Martin, of the Hyatt organization, took several Hyatt dynamometers across the Atlantic so as to record the pulling efficiency of the various tractors in the contests.

H. O. K. Meister, sales manager, tractor bearings division of the Hyatt Roller Bearing Co., announces an expansion in the Hyatt organization in the nature of a sales promotion department. It is the purpose of this department, first, to establish a more direct contact with power farming dealers, implement branch houses and service schools. H. G. Weaver is in charge of the department.

Be mighty careful when considering a change to a new line. Remember it is the salesman's job to sell, and while you may be sorry he will be glad to add your purchase to his month's business. Think before you buy.

**GRAND
CENTRAL
PALACE**

Visit The
Permanent
Tractor, Trailer
and
Farm Implement
Exchange



*One of the most important and interesting branches of the
Permanent International Exposition of Industries in the*

**CONCENTRATED WORLD MARKET
GRAND CENTRAL PALACE**

A Permanent Reliable Comprehensive Exhibit of Tractors, Trailers, Implements, Farm Lighting Plants, Fence Posts, Water Plants, Stump Pullers, Spraying Outfits, Silos; Everything Pertaining to Agricultural Development.

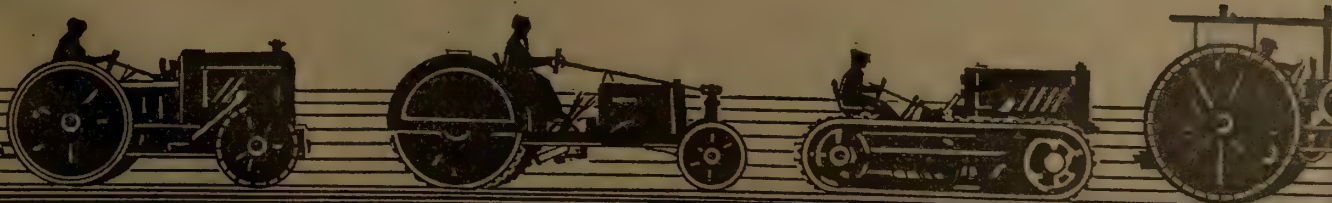
During the Automobile Show the Tractor, Trailer and Farm Implement Exchange will be thrown open to the public. Special events of international interest are being arranged for that week.

Manufacturers:—If you have not secured space in this world market permanently established to exhibit and sell American products at home and abroad—do so now. Be a permanent exhibitor in the world's sales center. Meet American and foreign buyers.

Write for space, floor plan, etc.

**INTERNATIONAL TRACTOR, TRAILER
and FARM IMPLEMENT EXCHANGE**

Grand Central Palace, Lexington Ave., 46th and 47th Sts., New York



"WATERLOO" and "ROCK ISLAND" for 1920

Lines that Pay the Dealer in Prestige and Profit

HEIDER TRACTORS—12-20 and 9-16 H.P.

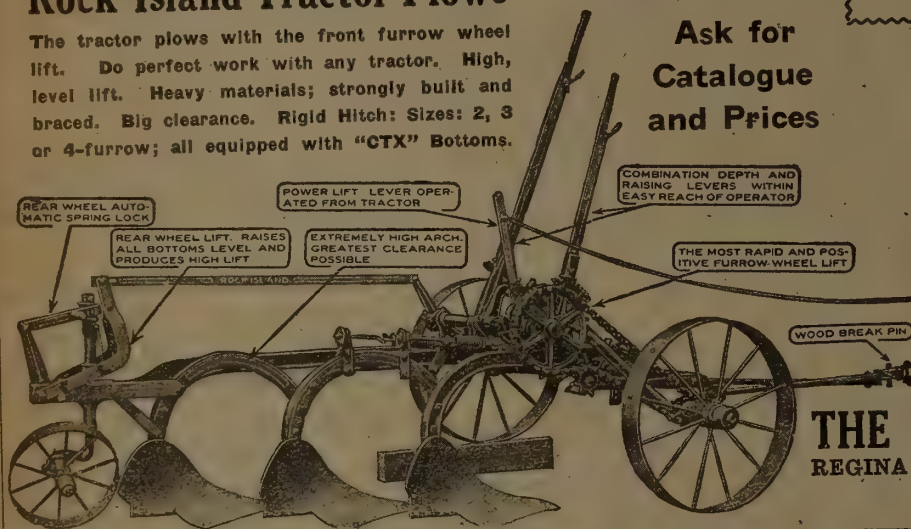
No other tractor has the sales arguments of the Heider—Eleven Years' Actual Field Work. The Heider's record for power, flexibility and simplicity answers every question. The Heider patented friction transmission means no transmission gears, no jerking, no vibration, no gear stripping. Seven speeds forward and reverse, all with one lever and one motor speed for either traction or belt. Uses kerosene or gasoline without carburetor changes. With Heider Tractors and Rock Island Tractor Tools dealers have a complete line that sells on its unmatched performance. Now is the time to secure the Heider Agency for 1920.



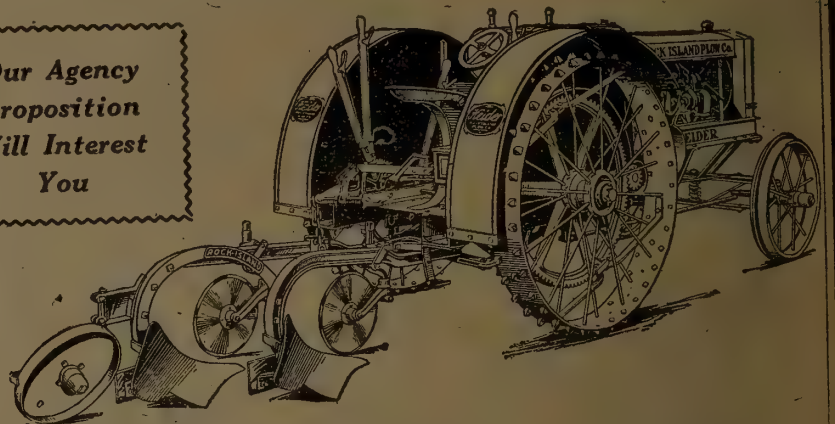
Rock Island Tractor Plows

The tractor plows with the front furrow wheel lift. Do perfect work with any tractor. High, level lift. Heavy materials; strongly built and braced. Big clearance. Rigid Hitch: Sizes: 2, 3 or 4-furrow; all equipped with "CTX" Bottoms.

Ask for
Catalogue
and Prices



Our Agency
Proposition
Will Interest
You

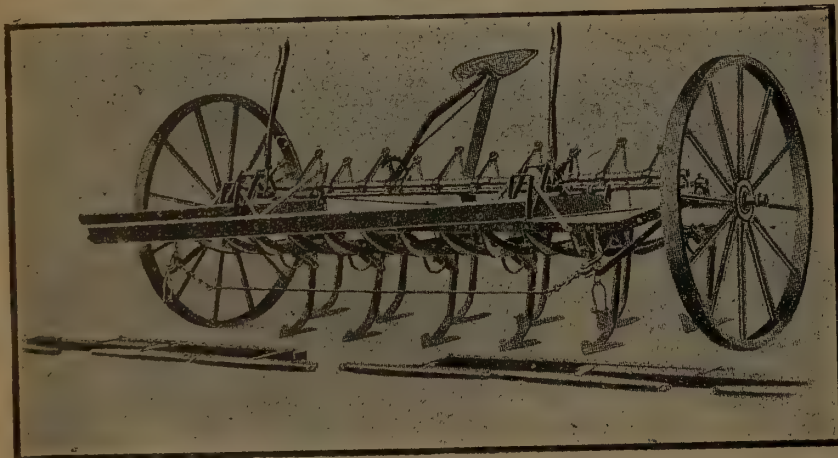


"WATERLOO" CHAMPION SEPARATORS

Canada's foremost Threshers. Guaranteed Grain Savers. A size for every tractor owner: 20x36, 24x36, 24x42, 28x42, 33x52, 36x56 and 40x62. Get descriptive literature on them

THE WATERLOO MANUFACTURING CO. LTD.
REGINA PORTAGE LA PRAIRIE SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton



T-A High Power-Lift Gang Plow

Furnished in Sizes:

12-in. Stubble	12-in. Breaker
14-in. Stubble	14-in. Breaker

We show this plow equipped with stubble bottoms and points. Breaker bottoms, front and rear, shown alongside. All equipped with 15-inch swivel rolling coulters. T-A Gangs are supplied with 4, 5 or 6-horse hitch as ordered.

Our line includes: Tractor and Gang Plows, Cultivators, Wagons, Trucks, Sleighs, Seed Drills, Harrows, Engines, Manure Spreaders, Feed Grinders, Potato Machinery, Etc. Also the famous Tudhope-Anderson Stoves. Ask for literature.

T-A Stiff Tooth Cultivators

Built in Three Sizes: 7, 9, and 11 Teeth

For thorough cultivation and weed eradication the Tudhope-Anderson Cultivator is the best machine sold. Heavy, strong, but light in draft. Exceptional clearance. Stiff, sagless frame. Individual, adjustable pressure on each tooth. Power lift operates from both wheels. Easily operated for depth. Hard, open-hearted, crucible steel points. Any size points supplied as required.

Get Our 1920 Agency Proposition



TUDHOPE-ANDERSON CO., LIMITED
WINNIPEG REGINA SASKATOON CALGARY

